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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 94

MAY 23, 1936

Number 21

## Prague Powder Pickle

Is Developed One Step Further than Fresh Pickle  
Its Absorption Creates Immediate Action as a Fixative  
Its Deep Penetration Creates Immediate Cure  
**PRAGUE POWDER is Always Uniform in Action**

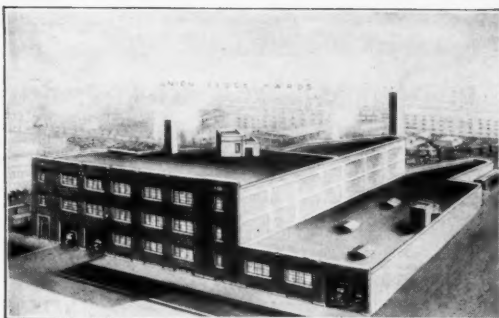


### These Are the Mills That Grind the Spice

The Spice Gardens of the World are now brought to your door by The Griffith Laboratories. The assembling of selected whole spices, their sifting, cleaning, sterilizing and grinding to a finely powdered form make all the goodness in the spice come out and into your choice meats as directed by your superintendent.

We can prepare your formula or furnish our own for Frankfurters, Wieners, Long Bologna, Heavy Bologna, Minced Ham, Spiced Loaves, and all specialties you make. We make only the best and the best costs no more. Ask for sample and formula to make your favorite specialty.

### THE HOME OF GRIFFITH'S PRODUCTS



## THE GRIFFITH LABORATORIES

1415-25 West 37th Street, Chicago, Illinois

Canadian Factory and Office: 1 Industrial St. Leaside, Toronto 12, Ontario, Canada

(Right)—Modern plant of The Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md., employing some 900 men and women, where the quality sausage and other meat products bearing the ESSKAY label are manufactured.



(Below)—One of the series of ads. to housewives, stressing the quality and tastiness of ESSKAY Banded Franks.

\* YOU CAN'T BEAT THIS BAND FOR QUALITY

*Portrait*  
**OF AN ARISTOCRATIC FRANKFURTER**

Lady, meet the finest frankfurter you ever tasted. So good we put a band on each one and call them "Esskay Banded Frankfurters." That band means every single frank is U. S. Grade Number One-plus. Plus what? Plus Esskay Quality, famous since 1895. A great product from the greatest packing company in the East. Write this on your shopping list now: Esskay Banded Frankfurters!

Esskay Banded Frankfurters with Baked Beans for the lunch of your life!

U.S. GRADE NO. 1 plus **ESSKAY QUALITY BANDED FRANKS**

Featured this week at Esskay Dealers

## YOU'VE GOT TO PLEASE

a lot of people — and keep on pleasing them year in and year out with quality products to stay in business for 80 years.

This fine record is enjoyed by The Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md., whose ESSKAY Quality Foods are today one of the largest selling brands throughout all Maryland and a great surrounding territory.

Real quality—based on skill, experience, efficiency of operation, pride of workmanship and loyalty to an ideal — accounts in a large measure for this result. Modern, quality equipment—including the latest BUFFALO sausage machines—likewise plays an important part in this attainment.

**JOHN E. SMITH'S SONS CO., 50 BROADWAY, BUFFALO, N. Y., U. S. A.**

**CHICAGO OFFICE:**  
11 Dexter Park Avenue  
Union Stock Yards  
Phone Boulevard 9020

**WESTERN OFFICE:**  
2407 South Main Street, Los Angeles, Calif.  
**CANADIAN OFFICE:**  
189 Church Street, Toronto, Ontario

**NEW YORK OFFICE:**  
360 Troutman Street  
Brooklyn, N. Y.  
Phone Pulaski 5-4664

# B U F F A L O

**QUALITY SAUSAGE MAKING EQUIPMENT**

---

# A Perfect Example of a Properly Packaged Sausage in a —SYLPHCASE K CASING—

---

(Reg. U. S. Pat. Off.)

Quality Meat Products packaged  
in this modern, attractive,  
eye-appealing manner  
must bring you in-  
creased sales at  
corresponding  
increased  
profits.



Let us  
demon-  
strate to you  
the merits of  
SYLPHCASE K Cas-  
ings. They are made  
in colorless and red  
transparent, in sizes from  
1 $\frac{5}{8}$  to 4 $\frac{1}{2}$  inches. Our art de-  
partment will furnish creative  
designs for printing of trade names  
in attractive colors.

---

**SYLPHCASE K CASINGS** are Strictly Kosher

---

**SYLVANIA INDUSTRIAL CORPORATION**

SYLPHCASE DIVISION

122 EAST 42nd STREET

NEW YORK CITY

# The National Provisioner

THE MAGAZINE OF THE  
Meat Packing and Allied Industries

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PAUL I. ALDRICH  
*President and Editor*

E. O. H. CILLIS  
*Vice Pres. and Treasurer*

FRANK N. DAVIS  
*Vice Pres. and Manager of Sales*

Executive and Editorial  
Offices

407 South Dearborn Street,  
Chicago, Illinois

Eastern Office  
300 Madison Avenue,  
New York, N. Y.  
A. W. B. LAFFEY  
*Manager*

Pacific Coast Office  
1031 So. Broadway,  
Los Angeles, Calif.  
NORMAN C. NOURSE  
*Manager*

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(Mail and Wire)

"THE NATIONAL PROVISIONER  
DAILY MARKET SERVICE" reports  
daily market transactions and  
prices on provisions, lard, tal-  
lows and greases, sausage ma-  
terials, hides, cottonseed oil,  
Chicago hog markets, etc.

For information on rates and  
service address The National  
Provisioner Daily Market Ser-  
vice, 407 S. Dearborn St., Chicago.

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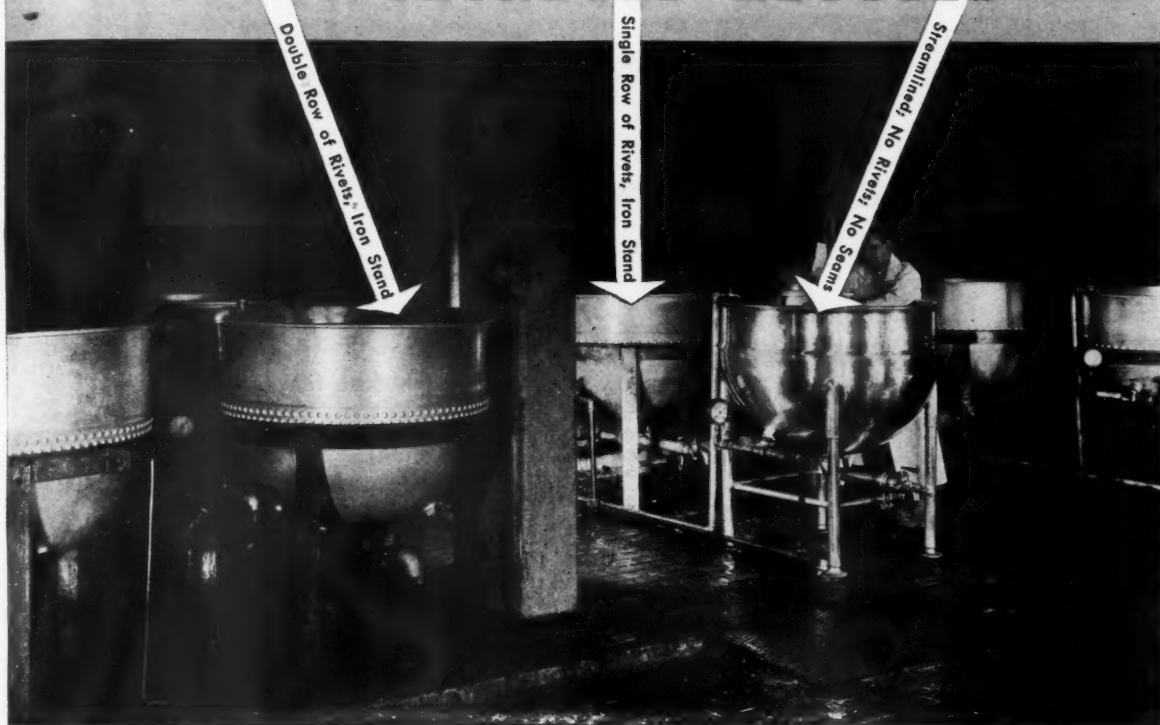
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WORKING SIDE BY SIDE

# Grandpa..Dad..Son

STEAM-JACKETED KETTLES



*What this proves to you about "Wear-Ever" Aluminum's*  
**LASTING ECONOMY**

● This is an unretouched photograph, taken in just *one* of America's famous food plants (name on request). The rows of rivets and design prove the vintage of each steam-jacketed kettle. We could fill pages with the romance of metallurgy that has made Aluminum so *tough*, so *enduring* — but the photograph speaks louder than words.

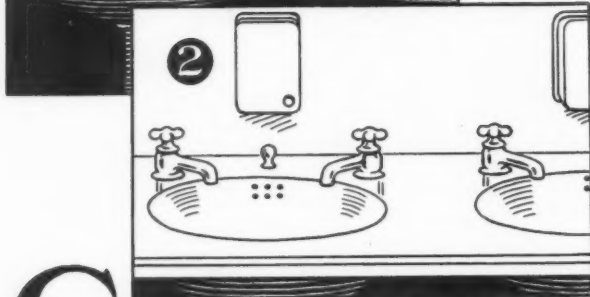
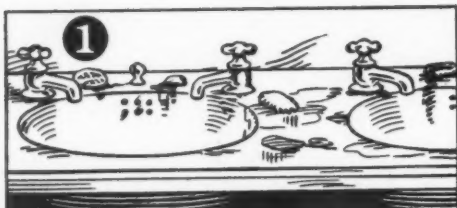
The "grandpa" kettles, installed years back, gave such superior service, saved so much money, that they sold the *next* generation; then "grandpa" and "dad" kettles

both dictated "'Wear-Ever' again!" — so the "son" was installed. Three generations of kettles are now conducting heat faster, uniformly (no hot spots) and are protecting food quality with their rustless, silvery purity. If **YOU** want this toughness, lasting durability and all the other *plus* advantages for Aluminum write for catalog and costs. Address **THE ALUMINUM COOKING UTENSIL COMPANY**, Desk F-470, New Kensington, Pennsylvania.  
*(Offices in All Principal Cities)*



# "Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM



# Contrast~

1. Wasteful—Untidy—Unsanitary
2. Economical—Neat—Sanitary

The thin wafers of bar soap in the public washrooms usually are discarded—that's sheer waste. Also, they cause an untidy, messy looking washroom and should be abolished. Powdered FLOTILLA Soap, in the new sanitary dispensers, prevents all waste, yet provides bar-soap satisfaction and gentleness.

These steel enameled dispensers, set flush against the wall, are neat and tidy, and easily filled. With each case of 48 packages of Powdered FLOTILLA Soap, you may have one FREE! Additional dispensers, if needed, will be supplied at cost.

## POWDERED FLOTILLA SOAP

ARMOUR AND COMPANY • Industrial Soap Div.  
1355 W. 31st Street Chicago, Illinois

# Washroom Waste Pays No Dividends

## BANISH IT!

It's the little savings, here and there, which aggregate sums substantial enough to become evident on the profit and loss statement. However, the saving you can effect in washroom soap is by no means inconsequential, and should not be ignored.

And when, at the same time, you can provide greater cleanliness, neatness and comfort—immediate action is in order. Powdered FLOTILLA soap is the answer to this problem.

### Modern, Unbreakable Dispenser— FREE!



*Ask  
about  
it!*

**\$4.00 VALUE**  
*With each  
case of*

**POWDERED FLOTILLA SOAP**

# THE NATIONAL Provisioner

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THE MAGAZINE OF THE

Number 21

Meat Packing and Allied Industries

MAY 23, 1936

## STEPS IN *Package* REDESIGN

### ● Methods Employed by Tovrea Packing Co. to Secure Greatest Eye Appeal

WITH ALL FOOD PRODUCTS IN THE RETAIL STORE—and there are about 3,000 of them—striving through package appeal or compelling display to attract favorable consumer attention, the packer's packaging problem is one of getting in step with the procession or of leaving his products at a merchandising disadvantage.

Meat package redesign becomes more necessary for a packer when his competitors dump outmoded packages overboard, and substitute modern eye-catching and eye-and-appetite-appeal designs. With housewives purchasing more of their foods on impulse, and basing their choice of brands on eye appeal at the instant, products that do not measure up to the standards determined by package design trends are simply out of luck.

Packers see and read about many new modern meat packages. But rarely are they told how these came into being, or of the months of work and study required to get each detail right and coordinate all elements of design into a workable whole.

#### Consulted the Consumer

The Tovrea Packing Co., Phoenix, Ariz., started package redesign with the fundamental idea in mind that the package is the means toward the end of greater consumer good will, demand and sales. The work was

in the hands of experts familiar with consumer buying psychology and the basic rules of securing eye appeal.

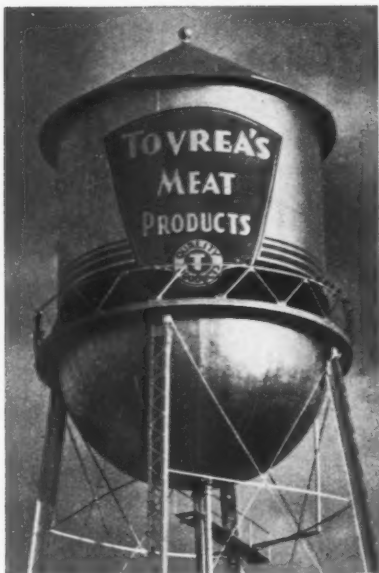
However, the fact was kept in mind that any packaging design is successful only in degree that it appeals to consumers and influences them to buy. It was to consumers—men, women and children—therefore, that the company went for ideas and inspirations.

"We were not only faced with the job of designing one new carton for a particular product," says

### ADOPTED *Because* *Consumers* LIKE IT!

Tovrea's new package design applied to sliced bacon display carton and transparent cellulose wrappers. Hundreds of designs were submitted to housewives, business men, high school and art students, etc., in effort to find one with most eye and sales appeal. Different color combinations are used to distinguish grades.





#### ATTRACTIVE FOR ALL USES.

New Tovrea basic design for containers can be applied anywhere. Here it is used on the famous Tovrea water tower, a landmark around Phoenix, and an advertisement in itself.

president P. E. Tovrea, "but with developing a basic design which would become an immediate and easy identification for the Tovrea Packing Co., when displayed in any manner to the public or the trade. In other words, any new mark of identification must work equally well when applied to delivery trucks, letterheads, paper or can packaged goods, etc.

"After our board of directors had given authority and approval for the proposed work, we called in our advertising agency (Advertising Counselors, Inc., Phoenix, Ariz.) and the work began at once.

#### Study and Comparison

"Originality, simplicity and distinctiveness were the points we considered desirable, valuable and necessary for a solution of our problem. These same features become many-fold more perplexing and elusive when one considers that on modern merchants' shelves are 15,000 variations of designs and color combinations on paper carton items alone.

"We met with the art director of our advertising agency and gave him a complete story of the things we would need in our preliminary work. Meanwhile, this agency set its research department to the task of collecting a representative group of shortening and lard containers of national and local packers.

"After these competitive packages had been assembled, we ascertained what the sales percentage of each was to the total volume of sales in our ter-

ritory. Knowing these figures, we endeavored to decide why that product (whether our own or a competitor's) enjoyed its particular popularity, or otherwise, as the case might be.

#### Points Considered

"In arriving at this decision we carefully considered the following points:

- 1.—Color and design.
- 2.—Brand name.
- 3.—Shape of container.
- 4.—Ease of opening; cost of each wrapping style.
- 5.—Quality and retail price.
- 6.—Advertising and promotion effort.
- 7.—Local salesman's and distributor's ability and effort.

"With this knowledge in hand, we had the agency art department make a group of preliminary package sketches, keeping in mind, in addition to the information already mentioned, the following:

#### Package Requirement Determined

- 1.—Must be distinctive, original if possible, and certainly not confusable with the packages, etc., of competitors.
- 2.—Designs must be adaptable to any usage.
- 3.—Must be possible to use with any combination of colors.
- 4.—Must not be so intricate that sign painters and other craftsmen, in attempting reproduction, would find it a problem.
- 5.—Not more than two colors must be used in addition to the color of the stock.

#### Next Studied the Consumer

"After these preliminary 'dummies' had been finished, we were ready for our first actual field survey. These field surveys could be classified under four groups, as to the type of persons contacted:

- 1.—The housewife, via the house-to-house method.
- 2.—The retail marketman.
- 3.—Business men in general.
- 4.—Art and home economics classes in public schools, high schools and colleges.

"Large carton carriers were made to use in this house-to-house survey. These consisted of two hinging pieces of heavy cardboard, 3 ft. long and 2 ft. wide. Two of the 3-ft. sides were hinged together so that they would open and close like a giant portfolio or book. Carrying handles were mounted on each of the 3-ft. sides on the open end, making a large, light container.

"We mounted a selection of the competitive cartons on the inside of this carrier. One space was left vacant, so there could be inserted from time to time any of the 'dummy' cartons being developed.

"We then prepared a list of questions for our interviewers to ask the contacted housewives. These interviewers were unemployed school teachers. Each day these young ladies, working in pairs, would be assigned to certain sections of the city. Each day the carton carriers contained duplicate 'dummy' cartons in the vacant space previously referred to.

#### House-to-House Survey

"Very careful attention was given to the filling in of the questionnaires with which we supplied these young ladies. Housewives were not asked to give their names, but addresses were noted on the reverse side of each questionnaire.

"After several days in the field it was necessary for us to instruct interviewers to wear dresses of neutral shades. Some of the important questions asked housewives were concerning color combinations, and we noted that the answers were influenced, in many instances, by the predominant color in the dress of the interviewer.

"Every evening, when these young ladies returned with their questionnaires, the data gathered was immediately summarized. 'Dummy' carton in-

## STEPS IN *New* Package DESIGN

1.—OLD-STYLE TOVREA PACKAGES.—Note lack of uniformity of design.

2.—TRYING OUT NEW IDEAS.—Several of the "dummy" packages used in various stages of selecting a package design. Over 75 different designs and color combinations were tried out.

3.—FINAL BASIC DESIGN.—This new design was selected to replace all old designs as stocks of wrappers and cartons on hand are used up. Color combination in first-grade line is red, white and blue.

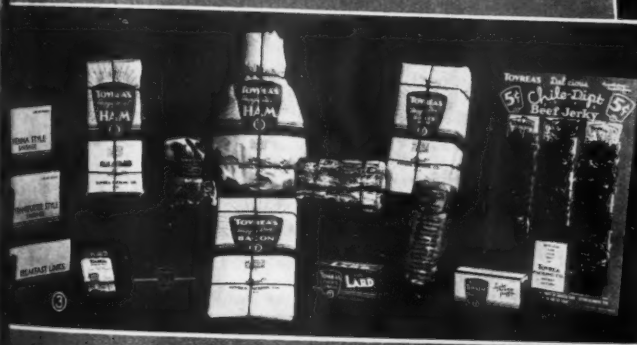
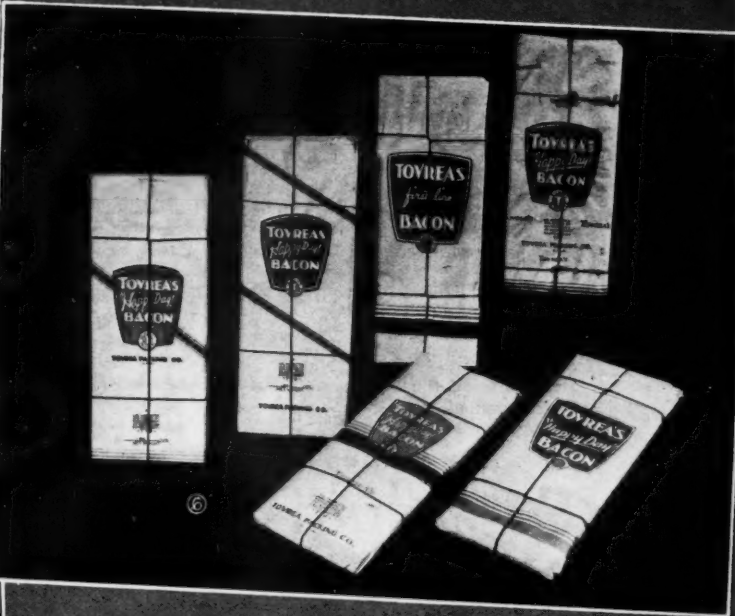
4.—FOR SPECIAL LINE.—Basic design in red, blue and yellow is used for Tovrea's Apache brand products. Because of name an Indian motif is added.

5.—FOR SHORTENING.—Old and new designs on shortening packages. New containers on left.

6.—BACON WRAPPERS.—Experiment in applying basic design to slab bacon wrappers. Only a few of the ideas worked out are shown. Final choice is shown in illustration No. 3.

7.—MANY USES.—Old and new designs applied to a variety of uses. Note how design shows to advantage on novelty items, such as the butcher's cap in lower center.

8.—OUTDOOR ADVERTISING.—Example of manner in which new design lends itself to outdoor advertising.



serts for the next day were prepared on the previous day, in accordance with information supplied by the summary of the information discovered in the questionnaires.

### Retailer Reaction Sought

"After the house-to-house survey had been completed to our satisfaction, we were ready to conduct a survey in the retail markets. This was conducted by men supplied by the advertising agency. The various dummy packages developed during our house-to-house contacts were used in the retail market survey. A new questionnaire was compiled for this work.

"One of the aims of this survey in the market was to have the retailer put the dummy carton on his shelf or in his showcase, and give his own reactions and opinions.

### Developed Two Basic Designs

"After the retailer survey had been completed, we found we had developed two different basic designs, each of which seemed to offer a solution to our original problem.

## SAMPLING THE *Public* TASTE

CAREFULLY thought out questionnaires were submitted to housewives visited as well as to other groups contacted. These were designed to

"An important detail in our original plan was to use the final design in different color combinations to differentiate first, second, third, etc., quality lines. Obviously, this would mean that the various grade lines could be sold under a different brand name in a different color container, and still be easily recognized by the consumer as one of Tovrea's 'family' products.

"We then had the two basic designs completely carried out in 'dummy' form on all of our various products, in addition to sketches of billboards, letterheads, truck repaints, newspaper advertising, layouts, etc. After this had been done, we placed each of the completed 'dummy' group of packages in the same room in carefully and attractively arranged displays. The room selected for this exhibit was a large empty office space in a conveniently located downtown building.

"Several of the young ladies who had conducted our house-to-house survey, also helped in the new survey. We gave them a new questionnaire and carefully instructed them as to the purpose of this new type of survey. Next



FOR EMPLOYEES' WORK CLOTHING.

All Tovrea salesmen and truck drivers wear this combination uniform. Right, new package design applied to uniform shirt. Left, word "Tovrea" on cap and coat. Package design appears on back of each coat.

bring out not only the sales value of the suggested wrapper or carton but its artistic appeal as well. Examples of these questionnaires are given here.

### Questionnaires for Housewives

- Which of these cartons catches your eye first? .....
- Which is the most pleasing in color combination? (Name carton).....
- Which color combination is most suitable for the product—"shortening"? (Name carton) .....
- Considering Tovrea's carton—
  - Does the color combination attract you?.....
  - Do you get a reaction of (mark x)
    - Ugliness or attractiveness.....
    - Dirtyness or cleanliness.....
    - Warmth or coolness.....
    - A product made in a slovenly plant, or .....
    - A product made in a clean, modern plant .....
  - What was the first thing you saw when you looked at the package?.....
  - At a quick glance, do you get an idea of what the carton contains?
    - Yes..... No..... What?.....
  - At a distance, is the lettering legible?
    - Yes..... No.....
  - Do you like the plaid or check border best? Plaid..... Check.....
  - Which design do you like best for the end of the carton?
    - Dark blue field with white lettering.....
    - White field with blue lettering.....
- What shortening are you using now?.....
- Why do you prefer this shortening?
  - Nationally advertised .....
  - Attractive carton .....
  - Other .....
  - Reasonable price .....
  - Home product .....
- Where do you buy your shortening?
  - Name of grocer.....
  - Independent grocer..... Chain store.....

### Questionnaires for Students

- Cartons at your left are Oval design.  
Cartons in center are Banner design.  
Cartons at your right are Old line.
- Which family of cartons do you consider most appealing (check one)
    - Oval design.....
    - Banner design.....
    - Old line design.....
 For what reason do you make this selection? .....
  - With reference to the Banner Line
    - Do you like the red and black combination of colors? The blue and red colors? (Which red and blue combination do you like best; the one with solid red stripes or blue and red stripes?)
    - The red and green combination?
    - The yellow and blue combination?
  - We desire to have three color combinations made with the same basic design—a different color combination for each grade of products—a complete line to each grade. Which color combination do you prefer for:
    - 1st grade line.....
    - 2d grade line.....
    - 3d grade line.....
  - Considering the red and black combination—does the use of black seem untasteful or mournful for a food product?.....
    - Or does it seem smart, modern and unusual, giving a good contrast to the red and white .....
  - Do you like the word TOVREA'S printed in many places on the large ham and bacon wrappers? (as shown on some wrappers on display)
    - Or plain white background?.....
  - General remarks.....
- Name.....

we invited all of the home economic and art classes of the surrounding grade schools, high schools, junior colleges and colleges to visit this display.

### Asked Business Opinion

"A very careful record was kept of the data thus gathered. After this survey had been completed we invited representative business and professional men to view these two displays which featured two new basic design plans. A new questionnaire was compiled for this purpose.

"The information and data collected during our surveys with housewife and retailer, and which was used to form the color combination, designs and package style used in the displays which formed the exhibit for the last two surveys, were verified and substantiated, with few exceptions, when the last two sets of questionnaires had been summarized.

"The young ladies who served as interviewers in the house-to-house survey were not informed by the agency for whom they were working, and consequently the housewife had no knowledge of the individual firm seeking information. This precaution was taken because of certain questions which were asked the housewife, the answers to which should not be swayed in any way by a possible partiality. However, the retail dealers and art groups and busi-

(Continued on page 17.)

# "Windfall" TAX PROVISIONS SOFTENED IN Senate Bill

CHANGES making the "windfall" tax inapplicable—if a packer could show he had suffered a loss over an entire year's transactions in handling pork—have been tentatively adopted by the Senate finance committee as part of the tax bill.

Under this provision a packer's net profit might have been \$100,000 during the first half of 1935, but if—in spite of processing tax refunds—he lost \$110,000 during the second half, he would not pay the 80 per cent "windfall" tax provided in the bill.

Nine revisions in the "windfall" section of the bill as passed by the House are reported to have been made by the committee.

## Year's Average Unit Cost

Among these is a provision which would allow the packer to strike an average unit cost of his product over the period of a year in determining whether the processing tax had been shifted. The original House formula for determining the extent of shifting had been "from selling price of each article deduct the sum of the cost of such article plus the average margin."

Another change would give processors subject to the "windfall" tax a possible 3 years to pay the exaction to the government, instead of 2½ years, as provided in the House bill. However, the tax is due three months after passage of the bill. Interest-free postponement of payment might be granted for an additional six months; thereafter the processor would have to pay interest on the unpaid tax.

Other Senate committee changes include the following:

## Other Changes in Bill

Goods sold after invalidation of the AAA would not be involved in the "unjust enrichment" penalty.

Refunds on processing taxes paid on products to be exported or sold to charitable institutions, provided for in the original AAA act, would be granted.

"Average margin" used in determining shifting of the processing tax would be calculated over 6 years, instead of the 5-year period in the House bill.

Processors who are successful in obtaining refunds of processing taxes which they paid during the life of the AAA would face a "windfall" tax on 80 per cent of the amount recovered if they shifted the original tax to others. Only one packer is known to have started suit to recover taxes paid during the AAA.

Members of the committee agreed on a plan on Thursday, estimated merely

to raise "over \$500,000,000," as compared to the \$623,000,000 corporate tax item in the House bill, as follows:

## Changes in Tax Bill

Eighteen per cent flat tax on corporation earnings.

Seven per cent rate on undistributed corporation income.

Make dividends subject to the normal income tax rate of 4 per cent.

Grant corporations earning \$20,000 or less in one year an exemption of one thousand dollars.

The original House plan called for no flat tax on corporation income, but provided for rates ranging up to 42½ per cent on undistributed profits of corporations.

In addition, the committee agreed to retain the present capital stock and excess profits tax at a rate of \$1.40 a thousand. The House had cut the rate to 70 cents and arranged to drop the tax after a year.

The committee also agreed to tighten up section 102 of the present revenue law, which puts a tax of 25 per cent on all retained corporate income in excess of "reasonable" business needs. This tax goes up to 35 per cent on the retained income of over \$100,000. By this move the committee hopes to tighten loopholes for tax evasion—one of the chief purposes of the original corporate profits tax suggestion by the president in his message to Congress.

# FACTS ABOUT "Windfall" TAX AND Its Effect ON PACKERS

IN THE interest of accuracy and fairness president Wm. Whitfield Woods of the Institute of American Meat Packers furnished the Senate finance committee this week with the facts concerning statements made by Secretary of Agriculture Wallace in endorsing the "windfall" tax.

Secretary Wallace had approved the levy because "with rare exceptions the processors did not absorb the processing taxes" and because the funds returned were an "outright gift." He furnished the committee with statistics indicating that there were 16,627 hog processors in the United States, of whom 46 "owed" the treasury \$135,000,000 while the balance owed only about \$40,000,000, or approximately \$2,400 per processor.

Mr. Woods' statement regarding this testimony by Secretary Wallace was as follows:

"Notwithstanding persistent efforts to make it appear that the proposed 'tax on unjust enrichment,' so-called, is sound and that additional processing taxes on various foods, clothing and other necessities of life would be desirable, the facts remain that:

## Almost Ruined the Industry

"The processing tax on hogs, and the use to which it was put in reducing hog production, forced a number of pork packers into bankruptcy and brought hundreds of others to the brink of financial ruin;

"These others were saved from bankruptcy by the discontinuance of the tax;

"It is the general opinion in the industry that any successful attempt to

circumvent the decision of the Supreme Court and wrest away from packers the impounded sums returned to them as a result of the court's decision would immediately force many small firms into bankruptcy and concentrate the packing business into fewer hands.

"The foregoing facts are incontrovertible. They cannot be ignored—unless those promoting the so-called 'tax on unjust enrichment' do not care how many small pork packing companies they put out of business in accomplishing their aim.

## Wallace's Wrong Impression

"The Secretary in his letter said: 'Small packers were bound to have difficulty following the sharp reduction in hog supplies caused by drought. They are always hard pressed by larger competitors in periods of falling hog supplies and rising hog prices.'

"Thus, the Secretary's letter made it appear that the processing tax program, which it is asserted enriched pork manufacturers, had no part in also impoverishing them.

"The committee should be informed that falling hog supplies were caused not only by the drought, but also by the processing-tax financed program of reducing hog production. In saying this, we are not raising the question of the merits of the program, but the fact of the effect it had on the pork packing industry.

"The Agricultural Adjustment Administration is on record in one of its publications ('Corn-Hog Adjustment,' page 54) as follows concerning factors affecting the 1935 market supply.

"The total reduction in hog produc-

tion on all farms from 1934 litters, according to the December 1 report, now is expected to be about 35 per cent or about 25 million head below the average production of recent years. The aggregate adjustment required of producers under the 1934 contract was approximately 13 million head. A little over one-half of the total expected reduction, therefore, is represented by the contract requirements. . . .

"It was not the drought which urged swine growers to sign contracts for reducing hog supplies and paid them for doing so. The processing tax collected from these pork packers was used to pay producers to raise 25 per cent fewer hogs. Under such a program, as the Secretary has well said, 'small packers were bound to have difficulty following the sharp reduction in hog supplies. . . .'

#### Financed Their Own Destruction

"In fact, pork packers were forced to finance the destruction of their own businesses. The suggestion now is that no account should be taken of any losses accruing to these packers from the tax program, but that any profit from it should be penalized—even if such a step destroys their businesses.

"The Secretary also said: 'Farmers have an interest which is as great as that of any other group in provisions for adequate federal revenues. This interest prompts a suggestion of excise taxes on certain agricultural commodities as a means of providing such revenues.'

"From this statement, the committee should not get the impression that the livestock producers of this country favor processing taxes on livestock. The committee should know that the leading organizations of the producers of livestock are strongly opposed to processing taxes on their products. The opposition of the producers of dairy cattle was so vigorous that dairy products were taken out of the list of commodities on which it was suggested that processing taxes be placed.

#### Producers Oppose Taxes

"At the last convention of the American National Live Stock Association, held in January, the resolution governing the policy of that organization was the one adopted the year before, as follows:

"Whereas, It has come to the attention of this association from members of the Agricultural Adjustment Administration that there is no thought in Washington of levying a processing tax on cattle; therefore be it

"Resolved, That we do hereby express our appreciation to the Agricultural Adjustment Administration for this reassuring information to the cattle industry."

"Subsequent to the last convention of the American National, the legislative committee and the secretary of the organization went to Washington and opposed any excise tax on cattle.

"The National Wool Growers' Association, at its convention in January of this year, passed a resolution as follows: 'We are opposed to the laying of excise taxes on domestic livestock or the products thereof.'

"The National Live Stock Producers Association also is strongly on record in opposition to the proposed processing taxes on livestock.

#### Distorting the Packer Picture

"On the question of relative damage to larger and smaller pork packing companies, the number of firms engaged commercially in the pork packing industry was obscured, apparently, by quoting the number of companies and individuals who paid processing taxes on hogs. By spreading a tax liability of \$40,000,000 over the slaughtering operations of 16,500 hog processors, so-called, the Secretary obtained an average of \$2,400 per taxpayer, implying that, except for forty-six large packers, the remaining hog processors are only slightly affected.

"This is distinctly not the case. The committee should not get the impression that there are that many pork packers. A hog processor, as the Secretary uses the term, is presumably anyone who slaughters a hog.

"If the Secretary will provide the committee with a complete breakdown of his so-called liability figure, proceeding with the grouping of 46 packers at a time, until 90 to 95 per cent of the figure is covered, the following facts will be apparent:

"That to make the volume and hence the tax liability of 46 packers look large, the Secretary has introduced more than 15,000 farmers, retailers or other slaughterers of a relatively small number of animals, whereas the com-

mercial pork packing industry probably consists of less than a thousand companies.

"That the 100 packers next in size after the 46 whom the Secretary mentions would find that their funds which the new bill would place in jeopardy would be far in excess of the \$2,400 average which the Secretary sets up by including thousands of the farming or retailing groups of the population in the packing industry.

"Moreover, as the Secretary well points out, the fact of size does not justify the application of a different principle. The fact is that a very small packer may have had returned to him a very small sum, but that sum might represent a very large part of his working capital and might be much more vital to his continued existence than a larger sum would be to a relatively larger company.

#### Hog Processors' Margins

"In connection with the impression given by the Secretary's letter and chart that hog processors' margins were widened to include the tax, it should be noted that the Agricultural Adjustment Administration, after the tax had been in effect a long time, stated publicly that the hog processors' net margin had declined. Only a little decline, when applied to a huge volume of operations, may turn a profit into a loss.

"In the chart, among other things, no consideration was given to the increased cost brought about by the packing industry's adherence to the wage scales set up under the President's Re-employment Agreement at the instance of the NRA. Moreover, the Secretary also fails to take into account the tremendous rise in unit costs, brought

(Continued on page 23.)

## FOREIGN Trade IS VITAL

INCREASE in foreign trade to take care of the 10,000,000 people directly dependent on exports was advocated by Charles E. Herrick, past president of the Institute of American Meat Packers, and long a familiar figure in the meat packing industry, and an authority on foreign trade, before the public affairs round table of the Union League Club, Chicago, on May 21.

Mr. Herrick said that high tariffs and quotas are among the major hindrances to the revival of foreign trade which he considers "an essential element in our national life." He pointed out that while American imports of coffee, rubber, tin and silk last year amounted to over \$351,000,000, in 1929 exports of lard were 33 per cent of production, cotton 54 per cent, tobacco 41 per cent and wheat 16 per cent of production.

Elimination of such a huge export trade, he said, had been estimated to be the equivalent of the retirement of 40,000,000 acres of average farm land

and let go back to weeds. This land supported many people, he said, and then asked: "Are they to become human weeds?" In all, he said, a population of more than 10,000,000 are directly dependent on exports.

"Would we not do well to revise our tariffs so as to equalize the difference in labor costs only—for our skill and ingenuity and our methods of mass production will take care of the balance of the problem."

He emphasized the importance of Secretary of State Hull's reciprocal trade treaties, and listed the assistance of the large banks, the newspapers, and the government's establishment of the merchant marine and the free information of the federal bureau of foreign and domestic commerce as among the aids in developing foreign trade.

Among hindrances to overseas commerce Mr. Herrick put tariff barriers first, then exchange restrictions, quotas, and lack of uniform ocean bills of lading.

# Practical Points for the Trade

## New England Style Ham

Variety is a big asset in selling a line of luncheon specialties and meat loaves. A Mid-Western packer, looking around for specialties for his quality line, writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us how New England style ham is made? We understand that this is a very popular luncheon meat in some localities. According to our information, the product is packed in various types of containers. Can you furnish us with some facts on this point?

New England style ham, sometimes called pressed ham, is a high-grade product made of extra lean pork trimmings and boneless beef. It is not difficult to manufacture and would be a distinct addition to the line of meats prepared by any sausage manufacturer.

The product is stuffed in cellulose "bung" casings, beef bungs or in muslin bags, which are later paraffined. Formula and method of handling the meat is same for each kind of container up to time of smoking and cooking. For a 100-lb. batch of the meat use:

- 85 lbs. dry cure lean pork trimmings
- 15 lbs. dry cure boneless bullmeat or boneless chucks, trimmed.

A good selection of pork trimmings, about 95 per cent lean should be used. Best trimmings are from blade bones, face and cushion bruised hams and heavy shoulders. Other cuts may be used for trimmings when prices warrant. Grind pork and beef separately through 1-in. plate of hashing machine.

### Curing Pork and Beef

Cure pork and beef separately, using the following formula for each 100 lbs. of green meat:

- 2½ lbs. salt
- 8 oz. granulated sugar
- 3 oz. sodium nitrate.

Mix hashed lean pork with proper amount of curing ingredients in the mixer for about 2 minutes. Then pack in an open tierce and pour ½ gal. of No. 2 ham pickle (50 deg. strength and must be sweet) over top of meat packed in open tierce.

Meat is cured in five days with this formula at 35 to 38 degs. Fahr. If not used within 8 days, a tight head should be put in tierce to exclude air and check deterioration. Beef is ground and cured in same manner as pork.

After boneless beef is cured it should be ground through ½-in. plate of the hasher, then put in silent cutter and chopped for about 3 minutes, adding enough ice to keep the meat cool. Beef is then added to cured pork trimmings and two meats are placed in the mixer and mixed together for 3 minutes.



Product is then ready for stuffing. If "bung" cellulose casings are used the meat is stuffed in them and smoked for 2½ hours. Start with 110 degs. Fahr. dense smoke, gradually increasing the temperature so it will be 160 degs. for the last half hour. Cook at 160 degs. for 2½ hours, remove and cool in cold water for 30 minutes.

### Stuffing, Smoking and Cooking

If casings are used, the meat is stuffed into beef bungs, cut 18 in. long, using all cap end bungs. Medium-sized beef bladders may also be used. Product is then taken to smokehouse and smoked 1½ hours at 120 degs. Gradually raise temperature to 130 degs. for the next hour, and to 140 degs. for the last hour.

After the 3½ hour smoke, the product is taken to the cook tank and cooked from 2½ to 3½ hours, depending on the size of the container, at 160 degs. Fahr. When cooked, shower with cold water for about 5 minutes. Let hang in natural temperatures for two to three hours to partially chill before placing in storage cooler.

If meat is stuffed in muslin bags, product is smoked for about two hours at a low temperature. Some producers, however, do not smoke the bag product. Cooking time and temperature are same as for casing product. As soon as bags are removed from the cook tank, they should be rinsed off with warm water to remove all grease. The product should hang at natural temperatures until the bag is thoroughly dry.

Bags are then dipped in paraffine wax of 118 to 120 deg. melting point, the wax being brought to a temperature of 175 degs. before product is dipped. After a momentary dip the waxed bags are raised up and hung on a rack directly over dipping tank. The wax dries quickly. Too much ice should not be used in making product that is to be bagged. Excess moisture is likely to work through the bag and cause wax to blister.

### HANDLING CALF HEADS

Calf heads and feet may be handled in several ways. A foreign packer writes:

Editor THE NATIONAL PROVISIONER:

What is general American practice in handling calf heads? What are feet used for?

Use of calf heads as such in this country is not so extensive as in some other countries. In some cases the head is removed from the carcass with the skin on and in others the head is skinned out, the head skin remaining on the carcass with the rest of the skin.

Unless calf heads are skinned and sold as such, they are thoroughly washed after skinning and tongues removed. These are cut away one or three rings on the gullet according to market demand. Cheek and other meat is cut or chiseled off the head, skulls are split open at the end. Care is taken not to damage the brains which have high value. Remainder of the head is used for glue or inedible tallow.

If sold whole, calf heads are scalded and then rubbed with freshly powdered rosin to remove all fine hairs. Selected front feet of calves may be handled in the same manner. Calf heads and feet may be sold in sets of one head and two feet.

Calf feet are used extensively in the manufacture of gelatine. Calf stock is one of the principal ingredients from which this product is made.

### TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures to use in the curing cellar.

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Sausage Spoilage."

Name .....  
Street .....  
City .....  
Enclosed find a 10c stamp.

## Accident Prevention

**Points for Plant Executives to Keep in Mind in Maintaining a Clean Accident Record**

### TRUCKING SAFETY

Accidents sometimes occur at trucking aisle intersections, particularly if one or another aisle is on an incline or the view in either or both directions is obscured.

In one meat plant stop signals have been installed at such points. These are red lights operated by an electric eye. A truck passing along an aisle interrupts the beam of the electric eye, causing the traffic signal to light. After passing the intersection interruption of another beam extinguishes the light. Traffic on the intersecting aisle is not permitted to enter upon the intersection while traffic light is on.

### GOOD LIGHTING AIDS SAFETY

Poor lighting causes about 15 per cent of all industrial accidents. Glaring lights and shadows should be avoided in the meat plant. Use natural light as much as possible, but when artificial light is needed, it should be general with localized lighting for special jobs. Light meters are available for testing intensity of light or most public utilities will perform this service. For slaughtering, the intensity should be equivalent to 5-foot candles, and for other operations equivalent to 8-foot candles.

### SAFETY IN USING LADDERS

Ladders provide doctors with much work if they are incorrectly used. Step ladders should be opened out fully before the employee steps on them. Safety type ladders should be standard equipment in the meat plant. They should never be over 20 feet in length; designed to close without pinching the workman's hand and to lock automatically when in use. They should be rigidly constructed with guard rails on the upper platform.

### PREVENTING STAIR ACCIDENTS

Stairways are a source of accidents about the plant if incorrectly constructed. The width of treads and height of risers should be uniform and treads should be surfaced with non-slip material. Hand rails should be substantial and 36 inches high, measured vertically above center of tread on all open sides. Stairways 4 feet or less wide should have rail on one side; stairways over 4

feet and under 8 should have rails on both sides. Stairways more than 8 feet wide should be provided with side and center rails.

### INSTITUTE SAFETY AWARDS

Forty-six plants of member companies of the Institute of American Meat Packers operated during March without a lost-time accident.

These no-accident plants are:

Abraham Bros. Pkg. Co., Memphis, Tenn.; J. H. Allison Co., Chattanooga, Tenn.; Armour and Company at Indianapolis, Ind.; Milwaukee, Wis., So. St. Joseph, Mo.; Pittsburgh Pkg. & Pro. Co., Pittsburgh, Pa.; Chas. G. Buchy Pkg. Co., Greenville, O.; Burns & Co., Ltd., Regina, Can.; Crocker-Huffman Land & Water Co., Merced, Calif.; Cudahy Bros. Co., Cudahy, Wis.; Deerfoot Farms Co., Southborough, Mass.; Denholm Pkg. Co., Pittsburgh, Pa.; Derby Foods, Inc., Chicago; Jacob Dold Pkg. Co., Wichita, Kan.; Dold Pkg. Co., Omaha, Neb.; Eckert Pkg. Co., Henderson, Ky.; Elliott and Co., Duluth, Minn.; Field Pkg. Co., Bowling Green, Ky.; Adolf Gobel, Inc., Boston, Mass., and Brooklyn, N. Y.; Edward Hahn, Johnstown, Pa.; Hull & Dillon Pkg. Co., Pittsburgh, Kan.; Hygrade Food Products Corp., Buffalo, N. Y., and Wheeling, W. Va.

Illinois Meat Co., Chicago; Interstate Pkg. Co., Winona, Minn.; E. Kahn's Sons Co., Cincinnati, O.; Harry Manaster & Bro., 3 plants at Chicago; New England Dressed Meat & Wool Co., Somerville, Mass.; E. W. Penley, Auburn, Me.; Roberts & Oake, Chicago; Stahl-Meyer, Inc., New York and Brooklyn; Steiner Pkg. Co., Youngstown, O.; Swift & Company at Denver, Colo., Harrisburg, Pa., Harrison, N. J., Kansas City, Kan.; Swift Canadian Co., Ltd., Toronto, Can.; Union Pkg. Co., Inc., Los Angeles, Calif.; Wilson & Co. at Los Angeles, Calif., Kansas City, Kan., Oklahoma City, Okla.; F. L. Winner Pkg. Plant, Lock Haven, Pa.



## OUR SAFETY

640,000 HOURS WITHOUT AN ACCIDENT  
THE ABOVE RECORD IS EQUIVALENT TO THE WORKING LIFETIME OF  
8 MEN WHO NEVER LOSE A DAY FROM WORK

**ADD ANOTHER LIFETIME OF SAFETY**

|                                 |             |
|---------------------------------|-------------|
| PERFECT SAFETY RECORDS          | NO INJURIES |
| BEST RECORD SINCE LAST ACCIDENT | NO LOSSES   |
| LAST ACCIDENT OCCURRED TO       |             |

### SPANS 8 LIFETIMES OF SAFETY.

In recognition of a record of 640,000 accident-free working hours the Visking Corp. was recently presented with a safety plaque at the annual banquet of the Midwest Safety Conference. All departments of the company operated for a year without a lost-time accident.

## Paint in the Plant

**Packers Need to Know More About Kind of Paint to Use, Where and How It Should Be Used**

### ARE PIGMENTS CORROSIVE?

By HENRY TRAPHAGEN.

**P**IGMENTS are chemicals. Hence their properties are fixed. Every chemical has properties inherent in the substance itself. No one can change those properties without changing the substance.

Every pigment is a chemical compound having a definite color, a definite weight, a definite covering power, and definite behavior in respect to corrosion. We cannot pick and choose; we must accept a pure pigment as it is—with all of its natural properties. If the color is right, and the covering power good, what we want to know is: "Will this pigment be likely to cause corrosion?"

In general, it has been found that pigments that are basic in their nature, tend to resist corrosion or be at least neutral, while those that fall in the acid group are likely to be corrosive. The corrosive ones have been called stimulators, while the basic ones are known as inhibitors. In between there is a large neutral group. When we discuss individual pigments, the properties of each will be indicated.

No practical man wants to put stimulators on metal. So the practical question bobs up: "How can we tell what a pigment is likely to do?"

Pigments have been studied by a very simple process. A pure pigment is made into a paste with a little water. The paste is spread upon strips of bright steel. The test strips are put away in a box and kept moist for about eight hours. The paste is then cleaned off and the surface of the metal studied. The stimulators start rust very quickly, the inhibitors have little effect, and the neutrals lie in between. In this way various pigments are studied and grouped.

Reputable paint manufacturers have all of this information, and are glad to answer questions concerning it.

The main purpose of this article is to lay before you the fact that some pigments are inherently corrosive. Nothing can be done about it. It simply means that stimulators must not be used on metals.

**EDITOR'S NOTE.**—This is the eighth of a series of discussions on "Paint in the Meat Plant." The next will tell something about "Paint Dryers."

When you need good, experienced men, try the "Classified" pages of THE NATIONAL PROVISIONER.

# You're in the Show Business



If you manufacture any packaged product that is sold from the dealers' shelves—you are in the show business. Years of successful packaging experience qualifies Continental to aid you in assuring a long and profitable "run" for your "production."

## CONTINENTAL CAN COMPANY



*This is your last  
Opportunity!*

This is your last opportunity to get a start for the summer season which will be the greatest in the history of Polish hams. Act now as we shall not be able to take on new accounts after May 31 as our production will be limited to 500,000 pounds monthly during the summer months.

*Get full details today!*

**NATURE *and* HUMAN SKILL**

**COMBINE**

*to give  
Superb Quality  
in*

**AMPOL  
B R A N D  
*Canned Hams***

**HUNDREDS**

have responded to our last offer,  
but some territories are still open.

Herewith is the offer again:

One sample case will be shipped  
against your order. We guaran-  
tee to take back what's left of the  
case and repay your freight both  
ways if you are not satisfied with  
the first can you open.

**AMPOL, INC.**

11 East 16th Street, New York, N.Y.

# NEW DOG FOOD *Inspection* Bill IS OFFERED

FEDERAL inspection under the U. S. Department of Agriculture would be specifically provided for dog, cat or fox food moving in interstate commerce, in a new bill recently introduced into the Senate by Senator Burke of Nebraska. The measure would prohibit sale or transportation in interstate commerce of canned food for dogs, cats, foxes and other carnivorous animals which is "unsound, unhealthful and unwholesome."

The bill would apply to any meat food product in can, pot, tin or other receptacle, if made from fish, cattle, swine, goats or other animal for consumption by dogs, etc. The Secretary of Agriculture would be empowered to make regulations for inspection of animals or meat products prepared in meat packing, canning or similar establishments for use in dog food.

## Requires Label Changes

All materials found wholesome would be passed and stamped, unsuitable materials would be destroyed. Cereals, vegetable, flour, bone, cod-liver oil and other ingredients used would have to conform to pure food and drug act standards. All dog foods produced under inspection and found wholesome would be marked or labeled "U. S. Inspected and Passed for Animal Food by the Department of Agriculture." In case the food was prepared for a particular animal, its name, such as "dog" could be substituted for "animal."

The Secretary of Agriculture would prescribe standards of sanitation in establishments subject to the act. Foreign animal foods prepared under conditions similar to these prescribed in this country would be permitted entry, which would enable South American dog food to enter the United States market on an even basis with domestic product.

## Uninspected Food Denatured

Practice among federal-inspected packers has been to label their dog food as "fit for human consumption." Uninspected dog food manufacturers have been able to produce only for consumption in their own states unless their product was denatured.

The bill, if passed, would in some respects take the place of a recent amendment to U. S. Bureau of Animal Industry regulations which becomes effective September 16. Under the new regulation, no manufacturer of dog food would be allowed to place the federal inspection legend or his establishment number on dog food containers.

However, if prepared in a federally-inspected plant and made in whole or

part of meat or meat by-product, the packer could use the following legend on containers: "The meat or meat by-product of this article has been examined and passed under federal supervision. This article has been prepared in an establishment operating under federal meat inspection."

## STEPS IN PACKAGE DESIGN

(Continued from page 10.)

ness men's groups were informed as to what organization they were being courteous enough to give their time and opinions.

"Over 1,500 homes were contacted in the house-to-house survey. Over 200 retail markets were called on in the retail dealer survey, and nearly 300 students from the various schools and over 300 business and professional men filled in questionnaires.

## Apply the Design to Its Uses

"After the basic design and color combinations had been selected, we then faced the problem of applying this design to a wide variety of usages.

"The new design, as the illustrations will show, has been quite generally applied to packages, wrappers, repaint jobs, etc.

"Our salesmen report that retail market men tell them that this is the first

time since they have been handling Tovrea merchandise that customers are definitely aware of the Tovrea 'family' of products. This fact is definitely borne out by an increase in sales of all of our various products as soon as they appeared on the market in their new dress.

"To date, we have found no instance where our new design has not been very conveniently applied to any of the many varied uses we have given it.

## Standard Scheme Cuts Expense

"The fact that we have standardized in color schemes and basic designs has cut down our previous expenses in many ways. We feel amply rewarded, therefore, for the long months of testing and experimenting, to be sure that we were as nearly perfect as possible before we actually adopted and used a new basic design for identification and unification of our products."

EDITOR'S NOTE.—This story of re-packaging a packer's products carries one full line through most of the phases of packaging development which were touched upon in their various phases in the general discussion of packaging in THE NATIONAL PROVIDER of April 11.

## HOGS BOOST FARM INCOME

Better prices and larger marketings of hogs were an important factor in increased farm income from livestock in almost all parts of the United States during March, the U. S. Bureau of Agricultural Economics reports. Gains in farmers' cash income from livestock and livestock products this March over last were recorded in each region, ranging from 2 per cent in the South Atlantic area to 15 per cent in the West North Central region.



## WHERE DOGS MEET — THEY'LL LEARN TO EAT.

This booth told many of the 2,920 competing canines, their owners and dog fanciers at the Westminster Kennel Club Dog Show, Madison Square Garden, New York City, about Pard dog food, a Swift & Company product.

# SOYA FLOUR IS ALL THE SAME



*You won't say this when you've tried*

## SAUSATONE

### *Shellabarger Specialties*

**SAUSATONE**—The Perfect Sausage Binder Flour, Extra High Absorption, high protein, holds the color, less shrink.

**SPECIAL X FLOUR**—A wonderful flour for use in Sausage, loaves, etc., low fat, High protein, Low Fiber, Very Soluble.

**SWEETONE FLOUR**—A Binder flour of slightly less protein and slightly higher fiber content, good for sausage, loaves, chili, dog biscuits, etc.

**MEATONE GRITS**—A low fat, low fiber, high protein, edible product, for binding Chili, canned dog foods, sausage, etc.

**SWEETONE GRITS**—Low in fat, high in protein. A good edible binder.

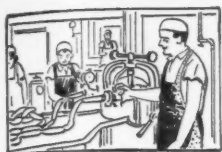
**TOKIO FLOUR**—Good only in Dog biscuits and dry dog food.

**TOKIO GRITS**—Good only in Canned Dog and Cat foods.

Sausatone is an entirely **different** kind of binder for sausage and specialty products. First — it has a natural meat flavor that permits its use without detracting from the fine flavor of the meat ingredients. Second — it enhances the color of the product, **without the use of dyes**. Third — it has tremendous binding power. Fourth — its remarkable moisture retaining power gives increased yields and keeps the natural meat juices in the product **where they belong!** Fifth — Sausatone is a fine food in itself and does not detract from the food value of the product in which it is used.

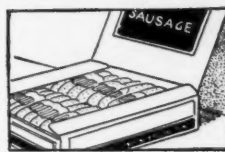
Try Sausatone **now**. It is a new kind of binder. It gives a new kind of results. And it returns its small cost many times in bigger yields and increased profits. **Send for a sample today!**

**SHELLABARGER GRAIN PRODUCTS CO. DECATUR ILLINOIS**



*A Page  
for the*

# SAUSAGE Manufacturer



## Cooled Sample Cases

### Increase Sausage Sales for a Western Packer

ONE important claim by advocates of the use of peddler trucks driven by company salesmen is that product can be shown to prospects and customers. As meat must make its appeal through the eye, to be able to show product is a distinct sales advantage.

In a Western city a local packer has been successful in stimulating sausage sales through use of refrigerated sample cases. These are lined with galvanized metal and covered with leather. They are about 8 in. wide, 18 in. long and 18 in. deep. In one end is a compartment for solid carbon dioxide, with a capacity for about 1/2-lb. of the refrigerant.

This packer is using six of these cases, which are rotated among salesmen. A man uses the case for a week at a time, concentrating on sausage sales during that period. Generally speaking, the drive is limited to one or two items, which are sampled among all prospective customers.

Finding that taste appeal counts for almost as much as appearance with the butcher, as well as the retail customer, this company has found it advisable to carry large enough quantities of the featured sausage for cutting. It isn't enough merely to show the product and talk about it. This being the case, it usually is necessary to concentrate on one item at a time, for the cases won't hold any quantity of more than one item.

### Sausage Held at 35 to 40 Degs.

The only disadvantage of the plan lies in the size of the case. A case any larger than the one in use would be too bulky to carry conveniently. The present size works well in the city, but it hasn't proved very successful in the country, for the reason that the dry ice container isn't large enough to carry sufficient refrigerant for keeping the sausage in good condition on a long trip. And the dry ice container can't very well be enlarged without reducing the sausage compartment too much.

It was found that even in the city, particularly during the hottest part of the summer, refrigeration in the sample case is absolutely essential in getting the samples out in good condition. Even though sausage wouldn't actually spoil without refrigeration, its natural

flavor is brought out to much better advantage when it is cool.

In the present cases temperature is held at around 35 or 40 degs. This can be regulated according to sizes of the dry ice and meat compartments.

In populous territories, these samples might be more practical for country use than in the sparsely-settled Western territory, for the reason that on long trips a salesman could refill the dry ice compartment at more frequent intervals than is possible where cities and towns are widely scattered.

## CRACKLINGS IN SAUSAGE

A sausage manufacturer complains of an undesirable flavor in sausage in which cracklings were used. He writes:

Editor THE NATIONAL PROVISIONER:

We have had some trouble in using cracklings in sausage, some of the product having a soapy or rancid flavor. Is there a special way of using cracklings or is there a type which does not have that taste?

This sausage manufacturer's trouble is probably due to the use of too large amounts of cracklings or use of old cracklings not properly stored.

Successful users of cracklings report no trouble such as this inquirer had. They use only cracklings kept in the cooler at 33 to 35 degs. Fahr. If the cracklings are sweet when they go into storage at this temperature they will keep in first class condition.

Common practice in mixing meat for

cooked sausages is to use 40 lbs. of water or crushed ice to 150 lbs. of meat. But if 10 lbs. of cracklings is used in place of 10 lbs. of meat in a 150-lb. batch, more water can be used. It is possible to use 2 1/2 lbs. of water to each pound of cracklings, or an additional 25 lbs. of water. Most successful users of cracklings in sausage manufacture use 10 lbs. of cracklings to each 140 lbs. of meat.

## USE OF ANGOSTURA GROWS

Number of packers using Angostura in sausage and meat loaves continues to increase. One of the largest packers has just placed an initial order for this product sufficient to flavor three-quarters of a million pounds of No. 1 grade U. S. inspected sausage, the Angostura-Wuppermann Co., announced. A Chicago packer states his sales of sausage and meat loaves have gained substantially since he started to use Angostura. "Discounting seasonal influences," he said recently, "no other factor could have been responsible for this gain in business, inasmuch as we have been doing no advertising or making unusual advertising efforts."

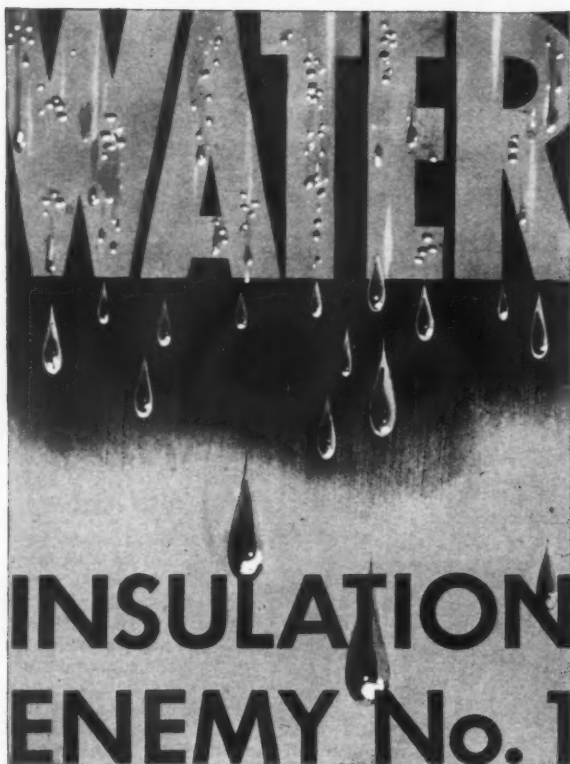
## SAUSAGE IN FOIL

A number of packers and sausage manufacturers are wrapping one-pound pork sausage cartons in metal foil printed in two or more colors. The novelty of the idea has had a favorable effect on sales, it is said.



### ROOMY BODY FEATURES NEW SAUSAGE TRUCKS.

Unusually large carrying capacity is a feature of this new Dodge truck, recently placed in service by the Soo Sausage Co., Sault Ste. Marie, Mich. Body is mounted on a 1 1/2-ton chassis, is refrigerated and is equipped with double doors at rear and a single door on right-hand side. Truck is used for both short and long-haul deliveries.



Wet insulation conducts rather than retards the transmission of heat. Once moisture gets a hold, deterioration begins, making the insulation practically worthless.

While corkboard is water-resistant, it must be properly installed to be kept dry. A UNITED'S service engineer will gladly show you how modern, practical installation methods keep it dry.

Sketches treating on advanced erection methods for old and new construction, the proper thicknesses of corkboard to use for different temperatures, and other helpful information that will enable you to get full protective qualities of your insulation are offered free, yours for the asking.

## UNITED CORK COMPANIES LYNDHURST, NEW JERSEY

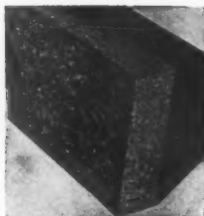
Manufacturers and Erectors of Cork Insulation

SALES OFFICES AND WAREHOUSES: New York, Philadelphia, Boston, Baltimore, Chicago, Cleveland, Cincinnati, Pittsburgh, Milwaukee, Indianapolis, Rock Island, Ill., Buffalo, Hartford, Conn., Taunton, Mass., Albany, N. Y.

We are interested in receiving data on

Please have your nearest sales office communicate with us.

Name \_\_\_\_\_  
Firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ NP-5



UNITED'S CORK-BOARD is 100% pure corkboard, made to U. S. Bureau of Standards' specifications.

THEURER BODY  
built for  
Wilson & Co.



## BUILT FOR PAYLOADS!

THEURER Bodies carry less dead weight, MORE pay-load! Built for long, useful service. They perform well, look attractive and give substantial savings through efficiency.

Write for complete details today!

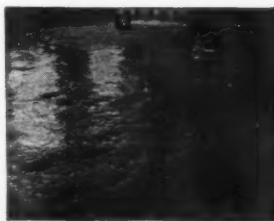
THEURER WAGON WORKS, INC.  
INSULATED COMMERCIAL REFRIGERATED  
New York, N. Y. BODIES North Bergen, N. J.



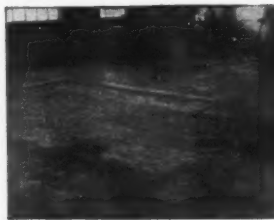
### Prepare for Summer!

with efficient THEURER Icefin Units. Easily installed in your present refrigerated trucks.

## REPAIR YOUR FLOORS WITH THIS GUARANTEED PATCHING CEMENT!



Broken, rutted floors one day.



Smooth, flint hard floors next morning

CLEVE-O-CEMENT is unlike any other floor patching material you have ever used. Bonds perfectly to ordinary cement at only one inch depth. Dries hard as flint overnight. Stronger in 24 hours than ordinary cement in 28 days. Water-proof, acid resisting, unaffected by freezing temperatures.

If your floors need repairing, get a supply of CLEVE-O-CEMENT. Use it; and if it does not more than satisfy you, return unused material and you owe us nothing. You are the sole judge. Write for FREE illustrated bulletin.

THE MIDLAND PAINT & VARNISH CO.  
1322 Marquette Ave. Cleveland, Ohio

## CLEVE-O-CEMENT



# REFRIGERATION and Air Conditioning



## BRINE Corrosion

What Might Be Done and  
Is Being Done About It

**M**ORE rapid corrosion of utensils and equipment—rails and hangers, particularly—has been one of the unwelcome results of the more general use of open brine spray refrigeration in the meat packing plant.

The situation is not particularly serious, certainly not enough so as to call for abandoning open brine sprays because of results of corrosion. Nevertheless, it is a problem packers would like to see given scientific consideration with a view to reducing losses, if not entirely preventing them.

There are three directions along which any such investigations might proceed—

### How It Might Be Done

1.—Elimination of brine carry-over from sprays; and where only moderately low temperatures are required, consideration of clear water as the refrigerating medium;

2.—Use of protective coatings on iron and steel subject to exposure to brine;

3.—Use of non-corrosive metals and consideration of alloys which might be used to reduce or resist brine corrosion.

Elimination of brine carryover would seem to be a difficult matter in some types of open brine spray units. In other equipment—unit coolers, for example—the problem would be one for the manufacturers to solve if the corrosion problem is sufficiently serious to warrant the effort.

If complete elimination of brine carryover in unit coolers is not practical or feasible, there remains the possibility of further development of dry coil units for use in locations where they meet efficiently the particular refrigerating and air conditioning problem.

### Water as a Cooling Medium

In sausage meat coolers, bacon slicing rooms, on cutting floors, in smoked meat hanging rooms, assembly and shipping rooms, and other locations where temperatures of 45 to 55 degs. Fahr. ordinarily are maintained, there is the possibility of substituting sprays of clear water for brine. Inasmuch as temperature of the water could not be below 32 degs. Fahr., and probably would have to be held at 33 or 34 degs., more sprays would have to be used

than when lower temperature brine is the refrigerating medium or a greater volume of air—or both more sprays and more air circulation—would have to be used.

Cost of power for pumps and fans would be increased. Offsetting this would be elimination of cost of salt, less deterioration of equipment and less labor required in trying to prevent corrosion. Offsetting one situation against the other would provide the yardstick by which the feasibility and efficiency of clear water sprays could be measured.

Engineers have not been very favorably inclined toward the practice of using protective coatings on rails, hangers and other equipment, principally because of need for very careful preparation of the metal before applying the protective coating, cost of protective materials and the difficulty—often the impossibility—of taking a cooler or chill room out of service long enough to do an efficient job.

### Paint as a Protector

That a first-class paint job provides considerable protection against brine corrosion is not denied. However, rails and hangers must be carefully freed of all rust and scale and surface of metal must be dry when paint is applied, if a paint job is to be satisfactory. But no matter how carefully surface of rails and hangers is prepared, paint soon chips off from pressure and abrasion of trolleys.

Some newly-developed metal paints offer promise of standing up under the action of brine much better than some other paints used for this purpose. Numerous tests of these products are being made in meat packing plants, on the steel underframing of refrigerator cars and on refrigerator car brine tanks. As these tests are completed there will be data available with which to evaluate these paints for meat plant use.

The chief engineer in one meat packing plant has adopted the policy of oiling rails and hangers every three or four weeks—or oftener, if required by the condition of the metal—in chill rooms, coolers and processing rooms refrigerated with open brine sprays. The oil, he finds, penetrates loose rust and scale and gives considerable protection to the metal. In fact, he believes oil to be the most efficient and economical protection against brine corrosion of rails and hangers.

Whether it is economical to use non-corrosive metals in place of ordinary steel for rails and hangers is a problem in arithmetic. Non-corrosive metals cost more than ordinary iron and steel, but this extra expense is justified if saving in depreciation, labor of protecting ordinary steel and less damage to product is great enough. A great many packers believe it is.

### REFRIGERATION NOTES

Ground has been broken at Senatobia, Miss., for first of several cold storage plants to be built in North Mississippi with WPA funds. The plant will be

## Air CONDITIONING

An information service  
for the meat processor

What is meat plant air conditioning? Why is it needed? Where should it be used?

How is it being used?

These questions are answered in articles which have appeared in THE NATIONAL PROVISIONER during the past year. They describe methods and give temperatures and humidities for each department of the plant. They also describe air conditioning installations now in operation.

All this information has been put together in a loose-leaf binder, and future articles describing installations in other departments will be added as they appear.

Fill out and return the coupon if you want this service.

THE NATIONAL PROVISIONER  
407 So. Dearborn st., Chicago, Ill.

Enclosed find remittance for \$1.25, for which please send me a copy of THE NATIONAL PROVISIONER AIR CONDITIONING SERVICE, with later articles to be mailed to me as they appear.

Name.....  
Company.....  
Street.....  
City.....



## "C-B" Cold Storage Door

*"The Better Door that Costs No More"*

Users and contractors everywhere recognize the superior merits of "C-B" Cold Storage Doors.

The fronts of standard doors, including the casing on the frame, are made of high grade yellow pine. On special orders, oak or other woods, as specified, will be furnished.

The backs of doors are made of spruce.

A trial will convince you that the "C-B" Cold Storage Door has superior merits.

Unexcelled in design, construction, workmanship and finish, all proving it is

*"The Better Door that Costs No More."*

### The Cincinnati Butchers' Supply Corporation

824 EXCHANGE AVE., U. S. YARDS  
CHICAGO, ILLINOIS

1972-2008 CENTRAL AVE.  
CINCINNATI, OHIO

completely equipped for warehouse and cold storage service.

Bradley Provision Co., Putnam, Conn., recently purchased an 8-ton refrigerating machine.

Lokey-McNair Ice & Cold Storage, Panama City, Fla., has opened new plant on Grace ave. and Sixth st.

J. F. Christensen, Shoshone, Ida., is erecting new building near his service station for use as cold storage locker plant.

Public Service Co., Farragut, Ia., is improving its plant by re-insulating storage room and installing a cooling room.

A. P. Anderson plans to install a cold storage locker system at Primghar, Ia.

Tom's Quality Markets, Detroit, Mich., has installed a 14-ton "Freon" machine.

Logan Municipal Abattoir is considering installation of refrigeration unit at Logan, Utah.

Frank T. Cutsford, meat dealer, Canby, Ore., is adding cold storage lockers.

Arlington Cooperative Association, Arlington, Wash., plans to install 160 individual cold storage lockers, in addition to 28 now in use.

Watch the Classified Advertisements pages for bargains in equipment.

### PACKERS ARE MODERNIZING

Cudahy Packing Co. has awarded contract for conversion of buildings at its Jersey City, N. J., plant into a wool pulling department. A second story will be added to the building.

New 2-story service building will be erected for Memphis Packing Corp., Memphis, Tenn., by Armour and Company. The structure will be of heavy timber and brick. It will house employee shower and locker rooms.

Plant for treatment of packinghouse waste is being constructed by Iowa Packing Co., Des Moines, Ia. A new brick and concrete building is also being erected for storage of hides. It will have a capacity of 12,000 hides.

Processing operations will be carried on in a 1-story brick addition which is planned for the plant of Armour and Company at Portland, Me. The cost of the structure is estimated at \$70,000.

J. G. Johnson, Inc., San Francisco, Calif., is making a number of plant improvements. They include construction of a pre-cooling room to handle an entire day's kill, a by-product room adjacent to the killing floor and installation of a new hog scraping machine, all metal tables and tanks.

A building to house its livestock, feed and fertilizer departments is planned by the Plankinton Packing Co., Milwaukee, Wis.

The new structure will be of brick and will contain about 15,000 square feet of floor space. Some equipment now used will be reconditioned and installed in the new building. For many needs new equipment will also be purchased.

Rebuilding of the Ottawa Packing Co., Ottawa, Ill., is nearing completion and the firm expects to begin slaughter of cattle within a short time. It will have a capacity of about 100 head per day.

Weiland Packing Co., Phoenixville, Pa., is building a room for drying hog hair.

Duffy & Bros., Inc., Philadelphia, Pa., have recently added equipment to their tankhouse which will make it possible for them to produce New York extra tallow.

C. Lehmann Packing Company, division of Adolf Gobel, Inc., 321 Johnson ave., Brooklyn, have let contract to Turner Construction Company, New York, to construct from plans drawn by H. P. Henschien, Chicago, a two-story killing plant, second floor of which will be used for slaughtering, first floor for offal and basement for hides. These plans also include converting the old killing building into additional cooler space. When these improvements are completed the capacity will be approximately 1,200 cattle per week.



High Handling Costs and Spoilage prey on your foodstuffs in transit. Guard load and profits in

### MASTERCRAFT TRUCK BODIES

They protect the product, save valuable time, give big advertising value without a price penalty

**BLUE MFG. CO., LANSING, MICH.**

## Our Consulting Service Will Solve Your Problems

Steam...Power...Water...

Refrigeration...Air Conditioning

Consult Us Before You Spend

**BRADY, MCGILLIVRAY & MULLOY**

CONSULTING ENGINEERS

37 West Van Buren St.  
Chicago, Ill.

1270 Broadway  
New York City, N. Y.

## TRUTH ABOUT "WINDFALL" TAX

(Continued from page 12.)

about by the reduction in volume of live stock; a reduction due to the AAA crop, reduction program and the drought.

"These two factors alone under any circumstances would substantially increase the spread between what the packer paid for his livestock and what he received for the products thereof. In addition, since the incidence of the processing tax program there have been increases in the cost of transportation and in a wide variety of other incidentals of the cost of manufacture, all of which figure in the spread, but which Secretary Wallace ignores.

### Saved Once, But Face New Danger

"The discontinuance of the processing tax averted wholesale bankruptcy of pork packers, whose capital had been impaired by the program, whose irritated customers had been driven to fish and other foods, whose foreign markets had been further reduced and whose businesses in scores of cases had been brought to the verge of bankruptcy by the hog reduction program.

"It is the emphatic conviction of these packers that if their money, which was demanded from them as unpaid taxes, but which the court said should not be collected, is now torn away from them under another guise, their businesses, barely saved, again will be doomed."

### FARMER'S INCOME FROM MEAT

"About half the farm land of the United States is partly or wholly used in supplying the country's meat, and the cash income of the farmer from meat animals is larger than his cash return from his cotton, wheat, oats, rye, and corn crops combined," said president Wm. Whitfield Woods of the Institute of American Meat Packers in addressing the Agricultural Club of Chicago on May 21.

In discussing "The Packer, the Stockman and the Public," Mr. Woods pointed out that, according to the 1935 census of agriculture, almost 5½ million farms, out of the national total of nearly seven million, reported having some cattle—with approximately 1½ million of them producing beef cattle. Hogs were grown on nearly four million farms, and sheep on almost two-thirds of a million.

"As measured by the plant value of its product, meat packing is the largest industry in the United States," said Mr. Woods. "The value of its output is usually larger than the value of the petroleum produced, or of the steel manufactured, or of all the automobiles leaving the assembly line.

"The packer supplies a ready cash market, on any business day of the year, for all the hogs, cattle, or sheep the farmer chooses to market. Last

year meat animals supplied more than 25 per cent of the estimated cash income of the American farmer from the sale of his products; dairy products were second, with about 19½ per cent. Fruits and vegetables ranked third, with about 14 per cent. Cotton was fourth, grains were fifth, and poultry and eggs sixth."

The farmer, over a recent ten-year period, was found to be receiving slightly more than 50c on each dollar spent by the consumer for meat, Mr. Woods states. This was slightly more than two-thirds of the 74c received from the same dollar by the packer. For this ten-year period as a whole the housewife paid 21½c for the average pound of meat bought—of which approximately 5½c was used in the expenses of retailing, about 3¼c in those of processing, about 11c in reimbursing the farmer for his live stock, and the remainder—about two cents—in wholesaling, transportation and other miscellaneous expense items.

The profits of the packing industry are so small in proportion to the volume of business handled that neither the farmer nor the consumer is affected by them, Mr. Woods stated. "The recent release of packers' impounded funds which had been claimed as processing taxes," he continued, "saved scores of pork packers from the bankruptcy to the brink of which they had been forced by the tax-financed program and the shortage of hogs resulting from that program and from the drought. But even if the entire amount so released to the whole packing industry were to be added to all the profits earned by it during the past five years, the resulting average profit—including the released funds—would be equivalent to less than a cent and a half per dollar of sales."

### CHAIN STORE LEGISLATION

Passage of legislation to regulate chain store and other quantity buying was recommended this week in a report by a special House investigating committee. The committee reported on its chain store inquiry, holding "that manufacturers make a practice of extending to certain buyers price concessions and other trade advantages not given to others who purchase the same quantities under the same conditions."

It was expected that the House would give right of way to consideration of some form of chain store legislation next week. The Senate has already passed the Robinson-Patman anti-discrimination bill. However, late this week the House rules committee was urged by six farm organizations to table chain store bills until next session. The farm groups, including American Farm Bureau Federation and National Grange, charged that the bill would restrict operations of farm co-operatives and would result in higher prices to consumers.

## PACKER AND FOOD STOCKS

Price ranges of listed stocks, May 20, 1936, or nearest previous date:

|                        | Sales Week ended May 20. | High. May 20. | Low. May 20. | —Close— May 20. | May 13.* |
|------------------------|--------------------------|---------------|--------------|-----------------|----------|
| Amal. Leather...       | 300                      | 3¼            | 3            | 3               | 3        |
| Do. Pfd. ....          | 200                      | 37            | 36           | 37              | 34½      |
| Amer. H. & L. ....     | 1,900                    | 5½            | 5½           | 5½              | 5½       |
| Do. Pfd. ....          | .....                    | .....         | .....        | .....           | 38       |
| Amer. Stores....       | 600                      | 27¼           | 27¼          | 27¼             | 29½      |
| Armour Ill....         | 20,100                   | 5             | 4½           | 5               | 5        |
| Do. Pfd. ....          | 700                      | 72¼           | 72¼          | 72¼             | 72¼      |
| Do. Del. Pfd. ....     | 300                      | 107           | 107          | 107             | 100½     |
| Beechnut Pack. ....    | 300                      | 89            | 88½          | 88½             | 89½      |
| Bohach, H. C. ....     | .....                    | .....         | .....        | .....           | 7½       |
| Do. Pfd. ....          | 40                       | 41            | 40           | 40              | 37       |
| Chick. Co. Oil. ....   | 1,000                    | 23            | 22½          | 22½             | 24       |
| Childs Co. ....        | 2,100                    | 8             | 7½           | 8               | 7½       |
| Cudahy Pack....        | 700                      | 36¾           | 36¾          | 36¾             | 37½      |
| First Nat. Strs. ....  | 2,800                    | 43¼           | 42½          | 43¼             | 43¾      |
| Gen. Foods ....        | 14,400                   | 38¾           | 38¼          | 38¾             | 38       |
| Gobel Co. ....         | 1,900                    | 4½            | 4½           | 4½              | 4½       |
| Gr.A.&P. 1st Pfd. .... | 180                      | 113           | 112½         | 113             | 114      |
| Do. New ....           | 50                       | 126½          | 126          | 126½            | 127      |
| Hornell, G. A. ....    | .....                    | .....         | .....        | .....           | 16½      |
| Hygrade Food. ....     | 1,300                    | 4½            | 4½           | 4½              | 4½       |
| Kroger G. & B. ....    | 3,300                    | 22¾           | 22¾          | 22¾             | 22¾      |
| Libby McNeill. ....    | 3,720                    | 7½            | 7            | 7½              | 7½       |
| Mickelberry Co. ....   | 9,500                    | 3¾            | 3¾           | 3¾              | 3¾       |
| M. & H. Pfd. ....      | 10                       | 6             | 6            | 6               | 6        |
| Morrell & Co. ....     | 100                      | 45¼           | 45¼          | 45¼             | 46½      |
| Nat. Leather....       | 300                      | 1½            | 1½           | 1½              | 1½       |
| Nat. Tea ....          | 700                      | 8½            | 8½           | 8½              | 8½       |
| Proc. & Gamb. ....     | 3,800                    | 42¼           | 41¾          | 42              | 40¾      |
| Do. Pfd. ....          | 340                      | 118¾          | 118¾         | 118¾            | 118¾     |
| Rath Pack. ....        | .....                    | .....         | .....        | .....           | 25       |
| Safeway Strs. ....     | 700                      | 31            | 30½          | 30½             | 30½      |
| Do. 6½ Pfd. ....       | 170                      | 111           | 111          | 111             | 110      |
| Do. 7½ Pfd. ....       | 80                       | 113           | 112½         | 112½            | 112      |
| Stahl Meyer ....       | 100                      | 2½            | 2½           | 2½              | 2½       |
| Swift & Co. ....       | 7,150                    | 21½           | 21           | 21              | 21½      |
| Do. Intl. ....         | 3,750                    | 29½           | 29           | 29              | 30½      |
| U. S. Leather....      | 400                      | 6½            | 6½           | 6½              | 6½       |
| Do. A. ....            | 1,000                    | 12½           | 12½          | 12½             | 11½      |
| Do. Fr. Pfd. ....      | .....                    | .....         | .....        | .....           | 83       |
| Wesson Oil ....        | 300                      | 37            | 37           | 37              | 35       |
| Do. Pfd. ....          | 600                      | 80            | 80           | 80              | 80       |
| Wilson & Co. ....      | 11,700                   | 8¼            | 8            | 8¼              | 8        |
| Do. Pfd. ....          | 800                      | 75½           | 75½          | 75½             | 75       |

\*Or last previous date.

### FINANCIAL NOTES

Libby McNeill & Libby has declared a semi-annual dividend of \$3 on preferred stock, payable July 1, on stock of record on June 19.

Directors of John Morrell & Co. have declared a quarterly dividend of 60 cents per share on common stock, payable June 15, on stock of record on May 29.

Directors of Swift & Company have declared a quarterly dividend of 25 cents, payable July 1, to shareholders of record on June 1.

A quarterly dividend of 50 cents has been declared on stock of American Stores Co., payable July 1, to stockholders on June 15.

Accumulation of \$6.79 a share on \$3.20 class A stock of E. Kahn's Sons Co. was paid on May 18, on stock of record on May 15, cleaning up all arrears on the stock.

First National Stores has declared a quarterly dividend of 62½ cents, payable July 1, to stockholders of record on June 4.

### DISTRIBUTE STAINLESS STEEL

Jensen-Byrd Co., Spokane, Wash., has been appointed distributor of Enduro stainless steel, according to an announcement by N. J. Clarke, vice-president in charge of sales, Republic Steel Corp., Cleveland, O.

## Hog Cut-Out Results

HOG cut-out values showed somewhat less advantageously this week, owing to limited supplies, higher prices for hogs and higher operating costs per hog on small volume. Limited runs were attributed to lower prices, and to the fact that weather conditions were such that farmers devoted their attention to planting. Light supplies of the week are not believed to indicate small supplies for coming months.

Government reports of hogs marketed over a considerable period indicate that sows and gilts have been held back for breeding purposes, and the percentage of sows in the runs of recent weeks has been smaller than usual. Some trade interests look for a considerable increase in this class of hogs. This, of course, will depend on the farmer's decision in regard to breeding stock to be held.

On the basis of the current week's values products from 180 to 220 lbs. hogs went into cure at just about the market, while product from heavier averages was put down at a cost ranging from about 1c to 2c per pound over the market.

By-products credits per cwt. are slightly lower this week, while costs per cwt. are considerably higher. These costs and credits should be checked by each company on the basis of conditions

prevailing within its own organization. Each packer should figure his own tests. (Forms for THE NATIONAL PROVISIONER Short Form Hog Test may be obtained upon application to THE NATIONAL PROVISIONER, Chicago.)

## CASING EXPORTS AND IMPORTS

Foreign trade in casings during March, 1936:

|                    | Hog.<br>lbs. | Beef.<br>lbs. | Other.<br>lbs. |
|--------------------|--------------|---------------|----------------|
| Belgium .....      | 1,554        | 105,961       | .....          |
| Denmark .....      | .....        | 92,200        | .....          |
| France .....       | 2,480        | 32,014        | 114            |
| Germany .....      | 273,575      | 273,865       | 12,116         |
| Italy .....        | .....        | 73,953        | 800            |
| Latvia .....       | .....        | 33,856        | 20,691         |
| Netherlands .....  | 1,475        | 112,796       | 497            |
| Norway .....       | .....        | 52,704        | 2,805          |
| Poland & Danzig .. | 4,203        | 16,587        | .....          |
| Spain .....        | 17,854       | 84,414        | .....          |
| Sweden .....       | .....        | 100,949       | 7,929          |
| Switzerland .....  | .....        | 95,353        | .....          |
| United Kingdom ..  | 91,880       | 103,361       | 16,383         |
| Canada .....       | .....        | 1,776         | 39,085         |
| Panama .....       | .....        | 2,370         | 15,279         |
| Cuba .....         | .....        | 2,098         | 8,181          |
| Australia .....    | 151,012      | .....         | 7,644          |
| Others .....       | 8,514        | 11,429        | 2,842          |
| Total .....        | 558,701      | 1,257,987     | 131,941        |
| Value .....        | \$178,128    | \$98,820      | \$75,707       |

|                            | Sheep, lamb,<br>and goat.<br>lbs. | Others.<br>lbs. |
|----------------------------|-----------------------------------|-----------------|
| U. S. S. R. (Russia) ..... | 55,386                            | .....           |
| Canada .....               | 6,486                             | 179,965         |
| Argentina .....            | 28,726                            | 375,232         |
| British India .....        | 12,134                            | .....           |
| China .....                | 30,854                            | 71,714          |
| Australia .....            | 65,468                            | .....           |
| New Zealand .....          | 101,623                           | 17,856          |
| Others .....               | 28,174                            | 23,154          |
| Total .....                | 328,901                           | 907,621         |
| Value .....                | \$311,829                         | \$104,092       |

## CURED PORK PRICES

Prices at Chicago, April, 1936:

|                                  | Apr.,<br>1936. | Mar.,<br>1936. | Apr.,<br>1935. |
|----------------------------------|----------------|----------------|----------------|
| Hams, smoked, reg. No. 1—        |                |                |                |
| 8-10 lbs. av. ....               | \$26.38        | \$26.09        | \$21.31        |
| 10-12 lbs. av. ....              | 25.62          | 25.12          | 21.06          |
| 12-14 lbs. av. ....              | 24.25          | 23.94          | 21.00          |
| 14-16 lbs. av. ....              | 23.62          | 23.44          | 21.34          |
| Hams, smoked, reg. No. 2—        |                |                |                |
| 8-10 lbs. av. ....               | 25.12          | 25.12          | 19.97          |
| 10-12 lbs. av. ....              | 24.62          | 24.24          | 19.81          |
| 12-14 lbs. av. ....              | 22.88          | 22.97          | 19.69          |
| 14-16 lbs. av. ....              | 22.50          | 22.44          | .....          |
| Hams, smoked, skinned, No. 1—    |                |                |                |
| 16-18 lbs. av. ....              | 24.47          | 24.50          | 22.50          |
| 18-20 lbs. av. ....              | 24.45          | 24.18          | 22.37          |
| Hams, smoked, skinned, No. 2—    |                |                |                |
| 16-18 lbs. av. ....              | 23.85          | 23.47          | 19.06          |
| 18-20 lbs. av. ....              | 23.40          | 23.31          | 18.88          |
| Bacon, smoked, No. 1 dry cure—   |                |                |                |
| 8-10 lbs. av. ....               | 30.15          | 30.25          | 27.94          |
| 10-12 lbs. av. ....              | 29.48          | 29.25          | 27.68          |
| Bacon, smoked, No. 1 S. P. cure— |                |                |                |
| 8-10 lbs. av. ....               | 27.12          | 26.94          | 25.90          |
| 10-12 lbs. av. ....              | .....          | .....          | .....          |
| Picnics, smoked,                 |                |                |                |
| 4-8 lbs. av. ....                | 17.05          | 17.38          | 17.50          |
| Bacon, dry salt,                 |                |                |                |
| 12-14 lbs. av. ....              | 10.30          | 10.72          | 13.75          |
| Lard:                            |                |                |                |
| Refined, H. W. tubs. ....        | 11.90          | 11.88          | 14.06          |
| Substitutes .....                | 11.80          | 11.94          | 13.41          |
| Refined, 1-lb. cartons. ....     | 12.40          | 12.38          | 15.16          |

## CHICAGO PROVISION SHIPMENTS

Provision shipments from Chicago for the week ended May 16, 1936:

|                        | Week<br>May 16. | Previous<br>week. | Same<br>week '35. |
|------------------------|-----------------|-------------------|-------------------|
| Cured meats, lbs. .... | 18,116,000      | 17,386,000        | 15,728,000        |
| Fresh meats, lbs. .... | 44,291,000      | 42,667,000        | 36,840,000        |
| Lard, lbs. ....        | 1,511,000       | 1,645,000         | 3,987,000         |

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

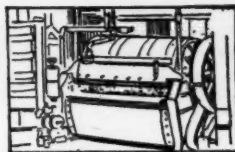
(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

|                                | 180-220 lbs.            |                     |                             | 220-260 lbs.            |                     |                             | 260-300 lbs.            |                     |                             |
|--------------------------------|-------------------------|---------------------|-----------------------------|-------------------------|---------------------|-----------------------------|-------------------------|---------------------|-----------------------------|
|                                | Per cent<br>live<br>wt. | Price<br>per<br>lb. | Value<br>per cwt.<br>alive. | Per cent<br>live<br>wt. | Price<br>per<br>lb. | Value<br>per cwt.<br>alive. | Per cent<br>live<br>wt. | Price<br>per<br>lb. | Value<br>per cwt.<br>alive. |
| Regular hams.....              | 14.00                   | 18.37½              | \$ 2.57                     | 13.70                   | 18.37½              | \$ 2.52                     | 13.30                   | 18.25               | \$ 2.43                     |
| Picnics.....                   | 5.60                    | 12.54               | .70                         | 5.30                    | 12.54               | .66                         | 5.00                    | 11.82               | .59                         |
| Boston butts.....              | 4.00                    | 18.00               | .72                         | 4.00                    | 18.00               | .72                         | 4.00                    | 18.00               | .72                         |
| Loins (blade in).....          | 9.80                    | 19.12½              | 1.87                        | 9.50                    | 18.00               | 1.71                        | 9.00                    | 16.75               | 1.52                        |
| Bellies, S. P.....             | 11.00                   | 17.12               | 1.88                        | 8.70                    | 15.79               | 1.37                        | 3.50                    | 14.92               | .52                         |
| Bellies, D. S.....             | .....                   | .....               | .....                       | 3.00                    | 11.62½              | .35                         | 9.00                    | 11.50               | 1.04                        |
| Fat backs.....                 | 2.00                    | 7.25                | .15                         | 4.00                    | 7.37½               | .30                         | 5.00                    | 7.62½               | .38                         |
| Plates and jowls.....          | 2.50                    | 8.12½               | .20                         | 2.50                    | 8.12½               | .20                         | 3.30                    | 8.12½               | .27                         |
| Raw leaf.....                  | 2.00                    | 9.28                | .19                         | 2.10                    | 9.28                | .19                         | 2.20                    | 9.28                | .20                         |
| P. S. lard, rend. wt.....      | 12.10                   | 9.61                | 1.16                        | 11.40                   | 9.61                | 1.10                        | 11.00                   | 9.61                | 1.06                        |
| Spareribs.....                 | 1.50                    | 10.50               | .16                         | 1.50                    | 10.50               | .16                         | 1.50                    | 10.50               | .16                         |
| Trimnings.....                 | 3.00                    | 8.25                | .25                         | 2.80                    | 8.25                | .23                         | 2.70                    | 8.25                | .22                         |
| Feet, tails, neckbones.....    | 2.00                    | .....               | .09                         | 2.00                    | .....               | .09                         | 2.00                    | .....               | .09                         |
| Offal and misc.....            | .....                   | .....               | .29                         | .....                   | .....               | .29                         | .....                   | .....               | .29                         |
| TOTAL YIELD AND VALUE.....     | 69.50                   |                     | \$10.23                     | 70.50                   |                     | \$ 9.89                     | 71.50                   |                     | \$ 9.49                     |
| Cost of hogs per cwt.....      |                         | \$ 9.68             |                             |                         | \$ 9.67             |                             |                         | \$ 9.46             |                             |
| Condemnation loss.....         |                         | .05                 |                             |                         | .05                 |                             |                         | .05                 |                             |
| Handling and overhead.....     |                         | .64                 |                             |                         | .57                 |                             |                         | .55                 |                             |
| TOTAL COST PER CWT. ALIVE..... |                         | \$10.37             |                             |                         | \$10.29             |                             |                         | \$10.06             |                             |
| TOTAL VALUE.....               |                         | 10.23               |                             |                         | 9.89                |                             |                         | 9.49                |                             |
| Loss per cwt.....              |                         | .14                 |                             |                         | .40                 |                             |                         | .57                 |                             |
| Loss per hog.....              |                         | \$ .28              |                             |                         | \$ .96              |                             |                         | \$ 1.60             |                             |

|        |       |
|--------|-------|
| LARD   | 21.34 |
| BELLER | 21.34 |
| HAMS   | 21.34 |
| LOINS  | 21.34 |
| BUTTS  | 21.34 |

# Provisions and Lard

## Weekly Market Review



**Trade Moderately Active, Market Weak. Lard Made New Season's Low—Cash Trade Fair—Hog Run Liberal—Prices Steadier—Larger Runs Expected.**

MARKET for hog products the past week showed no particular change from conditions which have ruled the situation of late. Hog market was steadier but otherwise conditions were mostly adverse and lard went into new low ground for the season.

Liquidation and hedge pressure inspired mostly by increasing stocks of product, a liberal hog run, and fears of further increases in stocks with the prospects of a larger after-planting run of hogs, all served to unsettle confidence in values. Irregularity in grains did not help any, although the corn market displayed relative steadiness.

Weakness in cotton oil and fairly favorable weather conditions in the South for the new cotton crop, except for dryness in the Eastern belt, attracted the attention of the bears in lard, and probably cut some figure. However, while there was scattered commission house absorption of lard on a scale down, the buying was not aggressive and it was apparent that the market continued to suffer from the accumulation period.

### Larger Stocks Bearish Factor

Fair cash lard and meat demand was reported and meats were inclined towards more steadiness, but stocks of lard in Chicago during the first half of this month increased some 5,459,000 lbs. to 39,680,011 lbs. compared with 50,459,533 lbs. in mid-May last year. Expectations were that stocks would show further important gain during the last half of the present month.

Receipts of hogs at Western packing plants last week totaled 273,500 head compared with 283,200 head the previous week and 217,100 head the same week last year. Average price at Chicago at the outset of this week was 9.30c compared with 9.40c the previous week, 9.50c a year ago, 3.50c two years ago, and 5c three years ago. Top hogs at Chicago at mid-week were at 9.85c compared with 9.50c the same time the previous week. Average weight at Chicago last week was 248 lbs. against 252 lbs. previous week, 244 lbs. the same time last year, and 232 lbs. two years ago.

### More Hogs Looked For

Receipts of hogs at 69 markets during April at 1,874,673 compared with 1,650,117 the same time last year, an

increase of 13.6 per cent. For four months ended with April receipts totaled 8,267,941 against 7,516,404 last year, an increase of 10 per cent. Receipts in April this year were 28.7 per cent less than the five-year-average.

Corn-hog ratio continues somewhat satisfactory toward feeding situation so that the trade feels that there is little prospect for any material let-up in heavier weight hogs that have been arriving recently. Not only are weights expected to be maintained around the recent average, but the trade has in mind the persistent intimations from Washington of prospects of heavier summer marketings of hogs than last year. These indications continue no little factor in pending further developments.

PORK—Demand was fair at New York and market rather easy with mess quoted at \$30.00 per barrel, family \$29.00, and fat backs \$20.00 to \$24.00 per barrel.

LARD—Market was quiet and barely steady at New York with prime Western quoted at 10.30@10.40c, middle Western 10.20@10.30c, New York City tierces 10@10½c, tubs 10½@10½c, refined Continent 10½c, South American 10½c, Brazil kegs 10½c, compound in car lots 11c, smaller lots 11½c.

At Chicago regular lard in round lots was quoted at 5c over May, loose lard 65c under May and leaf lard at 70c under May.

(See page 34 for later markets.)

BEEF—Market was quiet and weaker at New York, with mess nominal, packer nominal, family \$15.00@16.00 per barrel, and extra India mess nominal.

### EXPERT EXPLAINS POLISH HAMS

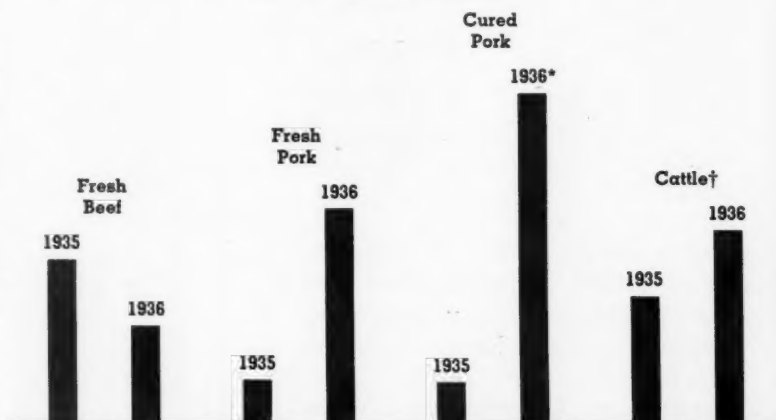
Polish hams are a luxury food, and not in competition with American hams, according to Marjan Malicki, chief inspector of standardization for the Meat Packers' Union of Poland, who is in the United States to study American meat packing methods, especially standardization of plant operations.

"Reports in the American press that Polish hams were flooding the market," said Mr. Malicki, "presented the situation in a false light. Primarily, Polish hams are made as a vintage morsel for connoisseurs and gourmets, and may be compared as such with French wines, genuine Scotch whiskey, Italian salami and Swiss cheese.

"There is only a comparatively small quantity of the product available for export, and thus it can make only an

### MEAT AND LIVESTOCK IMPORTS

First 3 months, 1935 and 1936



While meat and livestock imports in the first quarter of 1935 hinted at near-record shipments to come during the balance of the year, imports during the corresponding period this year showed a far sharper increase over normal volume. The only exception was in fresh beef, which was received in smaller volume during the first 3 months of 1936 than in the corresponding period of 1935.

\*Includes 2,080,618 lbs. Polish hams.

†From Canada only.

# PROFITS

## Always in Tune!

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

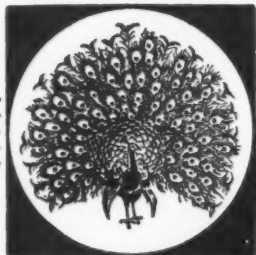
That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

Ask for samples!

### LIST OF PRODUCTS

|   |                                     |
|---|-------------------------------------|
| Dry Essence of Natural Spices—Individual or blended | Premier Curing Salt                 |
| Peacock Brand Certified Casing Colors               | Baysteen                            |
|   | Sani Close                          |
|   | Meat Branding Inks—Violet and Brown |

**WM. J. STANGE CO.**  
2536-40 W. MONROE ST., CHICAGO  
Western Branch, 923 E. 3rd St., Los Angeles



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**The Heekin Can Co.**  
Cincinnati, Ohio

## CHILI POWDER

**gives the flavor that increases sales**

Red in color, Chili Powder lends eye appeal to your products. With enhanced appearance the initial sales come easier and recollection of its mystic flavor brings the trade back again and again.

Furthermore, the vitamin A content of cured California chili peppers is two to three times that of a good grade of dairy butter (according to the Bureau of Home Economics of the U. S. Dept. of Agriculture).

Chili Products blends, based on scientific knowledge and long experience in supplying manufacturers, give ample assurance of correct flavor.

When a private formula is contemplated, our recommendation is to use the best Chili Pepper obtainable. Any other flavoring spices (added to round out the con carne flavor) should not exceed 10% of the chili pepper weight, thus permitting the real chili flavor to predominate.

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|                                    |                               |
|------------------------------------|-------------------------------|
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USED EXTENSIVELY BY I. A. M. P. MEMBERS

### Chili Powders

K Special X5  
Fry, Mexican  
No. 1 Mexican

### Chili Peppers

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Fry, Mexican  
No. 1 Mexican

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"THE BANK AT THE YARDS"

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indiscernible dent in the American market. In the United States 60,000,000 pigs are slaughtered each year, while in Poland only 500,000 out of a total annual slaughter of 5,000,000, are available for export. American import of Polish hams is hence limited to less than 1 per cent of domestic production.

"Polish hams and other meat products are quite different from American products, and in no sense are competing or intended to compete with domestic meat products. Polish meats are more expensive, principally because of the different processing which the hams undergo. Polish hogs are fed differently, and the breeds have been cultivated for centuries. As a result the imported hams have a distinctly different consistency, flavor and juiciness. The Poles consider their hams as a special food—more like a health food."

## MEAT IMPORTS AT NEW YORK

For week ended May 15, 1936:

| Point of origin.                         | Commodity. | Amount, Lbs. |
|--|------------|--------------|
| Argentina—Canned corned beef.....        |            | 5,400        |
| Brazil—Canned corned beef.....           |            | 180,900      |
| Canada—Smoked bacon.....                 |            | 10,703       |
| —Dry cured pork bellies.....             |            | 1,592        |
| —S. P. hams.....                         |            | 12,853       |
| —Fresh chilled pork.....                 |            | 10,680       |
| —Fresh chilled calf livers.....          |            | 3,760        |
| —Fresh chilled beef livers.....          |            | 2,673        |
| —Fresh chilled calf sides.....           |            | 5,978        |
| —Smoked ham.....                         |            | 3,036        |
| —Fresh frozen beef.....                  |            | 21,554       |
| England—Smoked bacon.....                |            | 5,000        |
| Estonia—Cooked ham.....                  |            | 8,161        |
| —Unsmoked salted bacon.....              |            | 9,413        |
| —Fresh frozen pork.....                  |            | 2,108        |
| France—Canned tripe.....                 |            | 250          |
| Germany—Smoked sausage.....              |            | 2,130        |
| Holland—D. S. bellies.....               |            | 2,910        |
| Irish Free State—Smoked bacon.....       |            | 3,083        |
| Italy—Salami.....                        |            | 2,509        |
| —Dry cured hams.....                     |            | 1,365        |
| Lithuania—Fresh frozen pork bellies..... |            | 29,920       |
| Poland—Smoked bacon.....                 |            | 23,150       |
| —Cooked ham.....                         |            | 484,366      |
| —Cooked sausage.....                     |            | 210          |
| —Canned luncheon meat.....               |            | 13,332       |
| —Unsmoked bacon.....                     |            | 19,069       |
| —Smoked pork butts.....                  |            | 19,069       |
| —Spiced ham.....                         |            | 4,176        |
| Uruguay—Canned meats.....                |            | 33,300       |

## MARCH MEAT IMPORTS

Imports during the month are reported as follows:

|                              | Quantity, lbs. | Value.      |
|------------------------------|----------------|-------------|
| Fresh, chilled or frozen:    |                |             |
| Beef.....                    | 245,060        | \$17,634    |
| Pork.....                    | 855,183        | 144,831     |
| Other.....                   | 85,267         | 11,615      |
| Canned meats.....            | 8,000,476      | 819,954     |
| Beef and veal, cured.....    | 22,308         | 2,090       |
| Hams, shoulders, bacon.....  | 1,790,599      | 457,624     |
| Pork, pickled or salted..... | 176,056        | 56,344      |
| Gelatine, edible.....        | 109,801        | 74,705      |
| Beef and mutton tallow.....  | 5,374,446      | 323,577     |
| Poultry.....                 | 40,636         | 16,542      |
| Total.....                   | 16,889,952     | \$1,924,925 |

Of the canned meat imported, over 3,341,739 lbs. came from the Argentine and 4,407,973 lbs. from Uruguay. Poland and Danzig supplied 1,202,053 lbs. of the hams, shoulders, and bacon, about 67 per cent of entire quantity imported.

Careless work in hog scalding costs money. Read "PORK PACKING," The National Provisioner's latest book.

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

|                | Open.     | High.  | Low.   | Close.  |
|----------------|-----------|--------|--------|---------|
| LARD—          |           |        |        |         |
| May.....       | 10.35     | 10.35  | 10.20  | 10.22½  |
| July.....      | 10.20     | 10.25  | 10.15  | 10.15b  |
| Sept.....      | 10.27½-25 | 10.30  | 10.22½ | 10.22½  |
| Oct.....       | 9.95      | 10.02½ | 9.95   | 10.02½  |
| Dec.....       |           |        |        | 9.67½ax |
| Jan.....       |           |        |        | 9.67½ax |
| CLEAR BELLIES— |           |        |        |         |
| May.....       |           |        |        | 12.50ax |
| July.....      |           |        |        | 12.12½b |

## MONDAY, MAY 18, 1936.

|                |        |        |        |         |
|----------------|--------|--------|--------|---------|
| LARD—          |        |        |        |         |
| May.....       | 10.25  | 10.27½ | 10.17½ | 10.20b  |
| July.....      | 10.17½ | 10.20  | 10.15  | 10.15b  |
| Sept.....      | 10.27½ | 10.27½ | 10.22½ | 10.22½  |
| Oct.....       | 10.05  | 10.05  | 9.92½  | 10.00b  |
| Dec.....       |        |        |        | 9.62½ax |
| Jan.....       |        |        |        | 9.67½n  |
| CLEAR BELLIES— |        |        |        |         |
| May.....       |        |        |        | 12.50n  |
| July.....      |        |        |        | 12.12½n |

## TUESDAY, MAY 19, 1936.

|                |        |        |       |         |
|----------------|--------|--------|-------|---------|
| LARD—          |        |        |       |         |
| May.....       | 10.25  | 10.27½ | 10.15 | 10.25   |
| July.....      | 10.15  | 10.17½ | 10.15 | 10.15ax |
| Sept.....      | 10.27½ | 10.27½ | 10.20 | 10.20b  |
| Oct.....       | 9.95   | 9.97½  | 9.95  | 9.97½b  |
| Dec.....       |        |        |       | 9.57½ax |
| Jan.....       |        |        |       | 9.62½ax |
| CLEAR BELLIES— |        |        |       |         |
| May.....       |        |        |       | 12.50n  |
| July.....      |        |        |       | 12.12½n |

## WEDNESDAY, MAY 20, 1936.

|                |        |        |        |         |
|----------------|--------|--------|--------|---------|
| LARD—          |        |        |        |         |
| May.....       | 10.20  | 10.27½ | 10.20  | 10.27½b |
| July.....      | 10.15  | 10.15  | 10.07½ | 10.15   |
| Sept.....      | 10.17½ | 10.20  | 10.12½ | 10.20b  |
| Oct.....       | 9.92½  | 10.02½ | 9.92½  | 10.02½  |
| Dec.....       |        |        |        | 9.50b   |
| Jan.....       |        |        |        | 9.50b   |
| CLEAR BELLIES— |        |        |        |         |
| May.....       | 12.02½ | 12.02½ | 12.00  | 12.50ax |
| July.....      |        |        |        | 12.00b  |

## THURSDAY, MAY 21, 1936.

|                |           |       |        |          |
|----------------|-----------|-------|--------|----------|
| LARD—          |           |       |        |          |
| May.....       | 10.30     | 10.30 | 10.17½ | 10.30b   |
| July.....      | 10.17½-20 | 10.30 | 10.17½ | 10.30    |
| Sept.....      | 10.30-32½ | 10.35 | 10.30  | 10.35ax  |
| Oct.....       | 10.12½    |       |        | 10.12½ax |
| Dec.....       |           |       |        | 9.50b    |
| Jan.....       |           |       |        | 9.55b    |
| CLEAR BELLIES— |           |       |        |          |
| May.....       |           |       |        | 12.50n   |
| July.....      |           |       |        | 12.02½b  |

## FRIDAY, MAY 22, 1936.

|                |            |        |        |         |
|----------------|------------|--------|--------|---------|
| LARD—          |            |        |        |         |
| May.....       | 10.30      | 10.30  | 10.12½ | 10.30ax |
| July.....      | 10.30      | 10.30  | 10.20  | 10.12½  |
| Sept.....      | 10.37½-32½ | 10.37½ | 10.20  | 10.20   |
| Oct.....       | 10.05      |        |        | 10.05   |
| Dec.....       |            |        |        | 9.50n   |
| Jan.....       |            |        |        | 9.55n   |
| CLEAR BELLIES— |            |        |        |         |
| May.....       |            |        |        | 12.50n  |
| July.....      |            |        |        | 12.25b  |

Key: ax, asked; b, bid; n, nominal; —, split.

## MARCH MEAT EXPORTS

Meat exports during March, 1936, are reported as follows:

|                                 | Quantity, lbs. | Value.      |
|---------------------------------|----------------|-------------|
| Pork, fresh or frozen:          |                |             |
| Carcasses.....                  | 548            | \$ 85       |
| Loins and other cuts.....       | 288,075        | 44,255      |
| Hams and shoulders, cured.....  | 2,770,675      | 540,263     |
| Bacon.....                      | 216,878        | 40,306      |
| Cumberland and Wiltshires.....  | 29,492         | 4,701       |
| Other cured pork.....           | 806,092        | 105,854     |
| Sausage, not canned.....        | 100,787        | 21,706      |
| Beef and veal:                  |                |             |
| Fresh or frozen.....            | 494,000        | 69,301      |
| Pickled or cured.....           | 611,910        | 63,488      |
| Mutton and lamb.....            | 38,880         | 7,991       |
| Sausage ingredients, cured..... | 220,090        | 28,057      |
| Fresh, frozen or cured:         |                |             |
| Kidneys.....                    | 492,253        | 87,512      |
| Livers.....                     | 224,150        | 31,490      |
| Tongues.....                    | 381,808        | 54,458      |
| Poultry and game, fresh.....    | 107,767        | 29,062      |
| Total.....                      | 6,714,023      | \$1,118,700 |

## CASH PRICES

Based on actual carlot trading Thursday, May 21, 1936.

### REGULAR HAMS.

|                  |       |
|------------------|-------|
| Green.....       | *S.P. |
| 8-10.....        | 19¼   |
| 10-12.....       | 19¼   |
| 12-14.....       | 19    |
| 14-16.....       | 19    |
| 10-16 range..... | 19    |

### BOILING HAMS.

|                  |       |
|------------------|-------|
| Green.....       | *S.P. |
| 16-18.....       | 18¼   |
| 18-20.....       | 18¼   |
| 20-22.....       | 18¼   |
| 16-22 range..... | 18¼   |

### SKINNED HAMS.

|            |       |
|------------|-------|
| Green..... | *S.P. |
| 10-12..... | 20¼   |
| 12-14..... | 20    |
| 14-16..... | 20    |
| 16-18..... | 19¾   |
| 20-22..... | 19    |
| 22-24..... | 18¼   |
| 24-26..... | 17¾   |
| 26-30..... | 17¼   |
| 30-35..... | 16    |

### PICNICS.

|            |       |
|------------|-------|
| Green..... | *S.P. |
| 4-6.....   | 14    |
| 6-8.....   | 13¼   |
| 8-10.....  | 13    |
| 10-12..... | 13    |
| 12-14..... | 13    |

Short Shank ½c over.

### BELLIES.

(Square cut seedless)  
(S. P. ¼c under D. C.)

|            |       |
|------------|-------|
| Green..... | *D.S. |
| 6-8.....   | 19¾   |
| 8-10.....  | 18¾   |
| 10-12..... | 17¾   |
| 12-14..... | 16¾   |
| 14-16..... | 15¾   |
| 16-18..... | 15    |

Quotations represent No. 1 new cure.

### D. S. BELLIES.

|            |      |
|------------|------|
| Clear..... | Rib. |
| 14-16..... | 13   |
| 16-18..... | 12¾  |
| 18-20..... | 12¾  |
| 20-25..... | 12¾  |
| 25-30..... | 12¾  |
| 30-35..... | 12¾  |
| 35-40..... | 12¾  |
| 40-50..... | 10¾  |
| 50-60..... | 10¾  |

### D. S. FAT BACKS.

|            |    |
|------------|----|
| 6-8.....   | 8¼ |
| 8-10.....  | 8¾ |
| 10-12..... | 8¾ |
| 12-14..... | 8¾ |
| 14-16..... | 8¾ |
| 16-18..... | 8¾ |
| 18-20..... | 9  |
| 20-25..... | 9¼ |

### OTHER D. S. MEATS.

|                         |       |      |
|-------------------------|-------|------|
| Extra Short Clears..... | 35-45 | 11¼n |
| Extra Short Ribs.....   | 35-45 | 11¼n |
| Regular Plates.....     | 6-8   | 9¾   |
| Clear Plates.....       | 4-6   | 8    |
| Jowl Butts.....         |       | 9¾   |
| Green Square Jowls..... |       | 11¾  |
| Green Rough Jowls.....  |       | 10   |

### LARD.

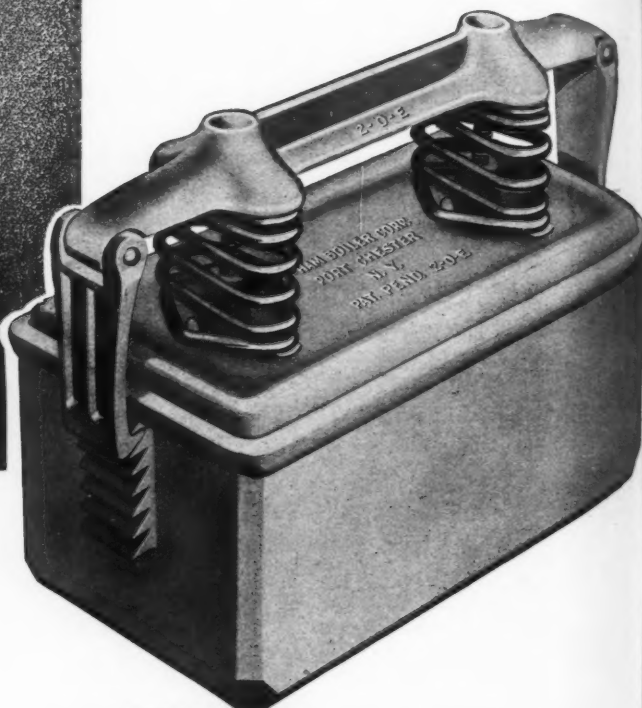
|                                   |          |
|-----------------------------------|----------|
| Prime Steam, cash.....            | 10.30b   |
| Prime Steam, loose.....           | 9.65n    |
| Refined, boxed, N. Y.—Export..... | unquoted |
| Neutral in tierces.....           | 11.87½n  |
| Raw Leaf.....                     | 9.62½n   |

## GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended May 6, 1936, were quoted at \$17.70 per cwt. compared with the same price a week earlier and \$15.59 a year earlier. Lard in tierces at Hamburg was \$12.35 per cwt., compared with \$12.34 the previous week. It was unquoted a year earlier.



# THE SAVING



## OTHER AIDS *to profit*

Revised 32-page color illustrated booklet "The Modern Method" shows how to properly close aitch-bone cavity, and other helpful hints for best ham boiling results. Gives complete information about Adelmann Ham Boilers, Meat Loaf Pans, Corned Beef Boilers, Luxury Loaf Containers, and Prest-Rite Molds. Presents the Ham Boiler Washer, Ham Washer, Mixing Bowl, and Foot Press. *States trade-in values of old Ham Boilers. Write for it.*



The Adelmann Washer is one of the greatest labor savers ever devised for the ham boiling department. Cleans even badly neglected boilers. Makes them like new. Speedy, efficient, thorough! Cuts costs! Pays for itself! Sold on thirty days free trial.



The Adelmann Foot Press is a practical necessity for speedy production. Applies exactly the right pressure to every ham, and applies it uniformly over the cover. Sturdy, simple construction. Nothing to get out of order. No cost to operate! Sold on thirty days free trial.

# Buy ADELMANN

*"The King"*

# AWAY to BOILED HAM PROFIT

**T**HE ADELMANN METHOD of boiling hams insures results because of unusual exclusive features. It cooks the ham in its own juice. Flavor, texture, appearance and quality are greatly improved.

Elliptical yielding springs eliminate cover tilting and exert a firm, wide, flexible pressure. Perfectly shaped, evenly molded boiled hams are always produced.

Adelmann Ham Boilers are easiest to handle, quickest to operate, reduce shrinkage, and lower operation costs. They are simple to clean, last longer, perform better, produce the kind of boiled hams that really sell!

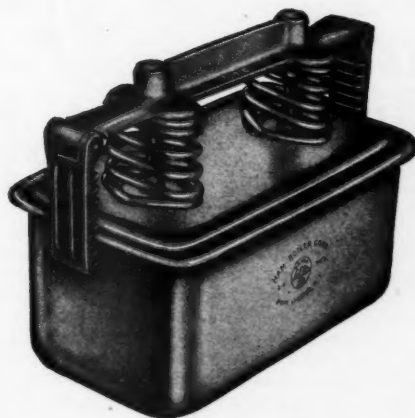
Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. Liberal trade-in schedules make it actually *profitable* to dispose of worn, obsolete equipment for new Adelmann Ham Boilers. Ask for particulars today.

## HAM BOILER CORPORATION

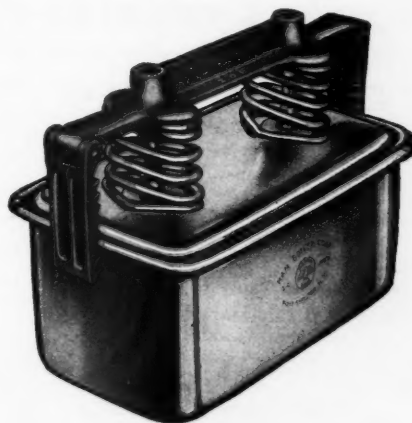
Office and Factory, Port Chester, New York

CHICAGO OFFICE: 332 South Michigan Avenue

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool and 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.



The Adelmann Nirosta (Stainless) Steel Boiler, illustrated above, is the finest of *all* ham boilers. Practically indestructible. Never requires retinning. Easy to clean. The most economical ham boiler you can *use*!



The Adelmann Tinned Steel Boiler is pressed from a single sheet of steel, heavily tinned after fabrication. Has all the famous Adelmann features. The lowest priced ham boiler we offer.

Cast Aluminum Adelmann Ham Boilers are the most *popular* in the Adelmann line. May be had in special shapes, if desired, on orders of 50 or more.

*The Kind Your Ham Makers Prefer*

**buying a  
POMONA**



**is the  
Right  
Move for 1936**

It is often unprofitable to assume that because an old pump still keeps on pumping its operation should be continued. In many cases an old pump requires so much more power and lubrication in proportion to its delivery of water that a new Pomona in its place would pay for itself in a short time.

Changes in pumps are less frequent and less radical than changes in automobiles, but under Pomona's policy of vital progress, changes are made from time to time by the adoption of improved designs or better materials not previously available. Pomona Pumps — always good — are always getting better. Every Pomona Pump reflects not only our own riper experience, but also the advancements made possible by the experience of manufacturers from whom we buy materials.

Buying a Pomona is the right move for 1936—or any year.

### POMONA PUMP CO.

53 W. Jackson Blvd., Chicago • 206 E. Commercial St., Pomona, Cal.

### POMONA TURBINE PUMPS

### BY-PRODUCTS MARKETS

Chicago, May 21, 1936.

#### Blood.

Blood market easier. South American ground, in bags, unchanged at \$2.60@2.65, c.i.f.

|                |             |
|----------------|-------------|
|                | Unit        |
|                | Ammonia.    |
| Unground ..... | \$2.75@3.00 |

#### Digester Feed Tankage Materials.

Inquiries in this market rather limited and offerings are not pressed.

|                                  |                  |
|----------------------------------|------------------|
| Unground, 10 to 12% ammonia..... | @2.75 & 10c      |
| Unground, 8 to 10% .....         | @3.00@3.15 & 10c |
| Liquid stick .....               | 2.00             |

#### Packinghouse Feeds.

Little change in market.

|  |         |
|--|---------|
| Digester tankage meat meal, 60%...                       | @40.00  |
| Meat and bone scraps, 50% .....                          | @ 45.00 |
| Steam bone meal, 65%, special feed-<br>ing, per ton..... | @ 27.50 |
| Raw bone meal for feeding.....                           | @ 32.50 |

#### Dry Rendered Tankage.

Offering not burdensome and market easy, with inquiries mostly for lower grades. Little change in market for South American product.

|  |            |
|--|------------|
| Hard pressed and exp. unground per<br>unit protein ..... | \$.65@.67½ |
| Soft prod. pork, ac. grease & qual-<br>ity, ton .....    | @ 40.00    |
| Soft prod. beef, ac. grease & qual-<br>ity, ton .....    | @ 35.00    |

#### Fertilizer Materials.

Ground in bulk available for May or June shipment at quoted prices.

|   |             |
|---|-------------|
| High grd. tankage, ground, 10@<br>12% am. ....  | @2.40 & 10c |
| Bone tankage, ungrd., low gd.,<br>per ton ..... | 14.50@15.00 |
| Hoof meal .....                                 | @2.40       |

#### Gelatine and Glue Stocks.

Some weakness in market for most gelatine and glue stocks, pig skin scraps being one item showing strength.

|                                       |               |
|---------------------------------------|---------------|
| Calf trimmings .....                  | @25.00        |
| Sinews, pizzles .....                 | \$18.00@19.00 |
| Cattle jaws, skulls and knuckles..... | 24.50@25.00   |
| Hide trimmings .....                  | @14.00        |
| Pig skin scraps and trim, per lb..... | 5½@5½c        |

#### Animal Hair.

Reports indicate buyers still interested in winter hair and looking for contracts for summer hair.

|                                      |        |
|--------------------------------------|--------|
| Coll and field dried hog hair.....   | 1½@3¼c |
| Winter coll, dried.....              | 3¼@3½c |
| Processed, black winter, per lb..... | .5@.5c |
| Processed, summer .....              | @4c    |
| Cattle switches, each*.....          | 1½@1½c |

\*According to count.

#### Horns, Bones and Hoofs.

Cattle hoofs quoted Chicago delivered basis. Junk bones quoted c.a.f. Chicago.

|                                |               |
|--------------------------------|---------------|
|                                | Per ton.      |
| Horns, according to grade..... | \$45.00@75.00 |
| Cattle hoofs .....             | @25.00        |
| Junk bones .....               | 17.00@17.50   |

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

#### Bone Meals (Fertilizer Grades).

Product quoted at \$16.00 in seconds, \$17.00 in new bags delivered at river points.

|                              |               |
|------------------------------|---------------|
| Steam, ground, 3 & 50.....   | \$17.50@18.50 |
| Steam, unground, 3 & 50..... | 16.00@16.50   |

### CASINGS EXPORTS

Exports of fresh and salted casings from the United States to Czechoslovakia rose sharply in 1935 to 656,000 lbs. from 357,000 lbs. in 1934 and 63,800 lbs. in 1933. Czechoslovakian imports from all countries during 1935 declined to 2,030,000 lbs. against 2,175,000 lbs. in 1934.

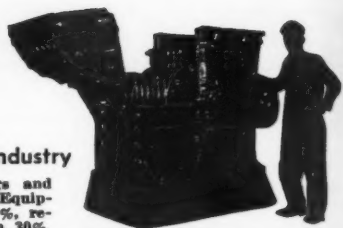
**50  
YEARS**

Serving the Packing Industry

New type ball bearings and pulleys on Gruendler Equipment cut lubrication 90%, reduce power consumption 30%. Gruendler Hogs are fool-proof! Give more uniform results, quicker rendering, better yields. Gruendler Gut Hashers and Washers have latest design, most modern construction.

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**GRUENDLER CRUSHER & PULVERIZER CO.**  
2915 North Market St. St. Louis, Missouri

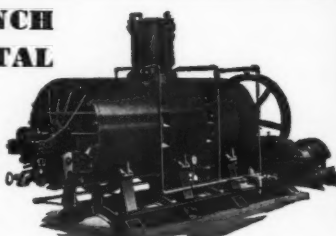


There are Gruendler Crushers and Pulverizers for horns, hoofs, bones (dry and green), beef and lard cracklings, tankage and all by-products.

WRITE!

### THE FRENCH HORIZONTAL COOKER

For all  
rendering  
requirements.



Jacketed castings of alloy semi-steel; long-lived; efficient; well-agitated. Write for our circular.

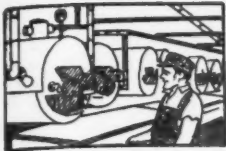
**THE FRENCH OIL MILL MACHINERY CO.**  
Piqua, Ohio

### TO SELL YOUR PRODUCTS in Great Britain

communicate with

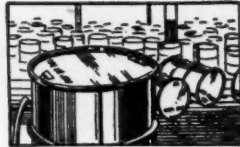
**STOKES & DALTON, LTD.**  
Leeds, 9 ENGLAND

**THE CUDAHY PACKING CO.**  
Importers and Exporters of  
**Selected Sausage Casings**  
221 North La Salle Street Chicago, U. S. A.



# Tallows and Greases

## Weekly Market Review



**TALLOW**—A very quiet week featured the market for tallow at New York. No business of importance was reported and market took on more of a waiting attitude. Tone appeared a little steadier but there was no improvement in prices, last business in extra having been at 4½¢ f.o.b. Offerings were reported moderate, as producers were not pressing for business. Soapers were still inclined to look on, apparently the reason being that they are well supplied with raw materials, while the soap trade continues slow. Reports were current of soap prices having been cut in the South by some factories.

At New York special was quoted at 4¢ nominal, extra 4½¢ f.o.b., and edible 6¢@6½¢ f.o.b.

At Chicago, fair inquiries for tallow at low prevailing levels were reported, with sales of special early in the week at 4½¢ f.o.b. Toward the close of the week edible was quoted at 6¢, fancy 4½¢@4¾¢, prime packers 4¢@4¼¢, special 4¢@4½¢ and No. 1 at 4¢.

A broader interest in tallow futures on the Produce Exchange was apparent of late, with prices around the 4½¢ level, having declined from above 7¢. Although no actual export trading of significance has developed foreign buyers were reported following developments in the U. S. market closely with anticipation of reaching a possible trading basis.

There was no London tallow auction this week. At Liverpool, Argentine good tallow, May-June, was unchanged at 31s and Australian good mixed, May-June, for the week at 23s.

**STEARINE**—Market at New York was dull and more or less nominal, both sides waiting developments. Oleo was quoted at 7½¢ nominal. At Chicago market was quiet with oleo quoted at 7½¢.

**OLEO OIL**—Quiet demand and easy tone featured the market at New York

with prices off ½ to ¾¢ on the week. Extra was quoted at 8½¢@9½¢, prime 8½¢@8¾¢, and lower grades 7½¢@8½¢. At Chicago, market was quiet with extra quoted at 9½¢.

(See page 34 for later markets.)

**LARD OIL**—Market was quiet and easy at New York with prices off ¼ to ¾¢ on the week. No. 1 was quoted at 7½¢, No. 2 at 7¼¢, extra 9½¢; extra No. 1 at 7¼¢, prime edible 12¼¢, inedible 10¼¢, winter strained 9¼¢ and prime 10¢, in barrels.

**NEATSFOOT OIL**—Market was unchanged to ½¢ lower on the week at New York with trade routine. Cold test was quoted at 16¢, extra 8¢, extra No. 1 at 7¼¢, pure 11½¢ and special 9¼¢, in barrels.

**GREASES**—In the absence of important offerings, but with a rather routine inquiry, a dull and barely steady situation prevailed in the grease markets at New York. Soapers demand was not important, the latter still being fairly well stocked up with raw materials and meeting with a slow demand for the finished product.

Consumers were still inclined to look on while producers were offering moderately at steady levels. At New York, choice white grease was quoted at 5½¢; A white 4¼¢, B white 4¼¢, and yellow and house 3¢@3¼¢.

At Chicago, there were fair inquiries for greases at prevailing low levels, but no particular activity in the demand with choice white grease and intermediate grades steady. Choice white, all hog, was quoted at 5½¢; A white 5¢; B white 4¼¢; yellow 3¢@3¼¢; and brown at 3¼¢.

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, May 21, 1936.

The last sale of dried blood was at \$2.05, per unit of ammonia, which is

the present quotation. South American is held at \$2.65 per unit, c.i.f. Atlantic Coast ports, for June shipment from South America.

No recent sales of tankage, ground or unground, have been reported around New York and quotations remain unchanged.

Dry rendered tankage is lower in price, with a limited amount of business being done.

Bone meal, both steamed and raw, is firm in price.

### TALLOW FUTURE TRADING

Tallow transactions at New York:

**SATURDAY, MAY 16, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.30b     |
| June  | ..... | 4.45@4.65 |
| July  | ..... | 4.52@4.65 |
| Aug.  | ..... | 4.55@4.70 |
| Sept. | ..... | 4.60@4.75 |
| Oct.  | ..... | 4.60@4.75 |

**MONDAY, MAY 18, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.35b     |
| June  | ..... | 4.45@4.65 |
| July  | ..... | 4.52@4.69 |
| Aug.  | ..... | 4.60@4.75 |
| Sept. | ..... | 4.65@4.80 |
| Oct.  | ..... | 4.68@4.82 |

**TUESDAY, MAY 19, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.35b     |
| June  | ..... | 4.45@4.65 |
| July  | ..... | 4.52@4.69 |
| Aug.  | ..... | 4.60@4.75 |
| Sept. | ..... | 4.65@4.80 |
| Oct.  | ..... | 4.68@4.85 |

**WEDNESDAY, MAY 20, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.45b     |
| June  | ..... | 4.50@4.65 |
| July  | ..... | 4.60@4.75 |
| Aug.  | ..... | 4.65@4.80 |
| Sept. | ..... | 4.70@4.85 |
| Oct.  | ..... | 4.75@4.85 |

**THURSDAY, MAY 21, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.40      |
| June  | ..... | 4.50@4.65 |
| July  | ..... | 4.60@4.75 |
| Sept. | ..... | 4.70@4.85 |
| Oct.  | ..... | 4.75@4.85 |

**FRIDAY, MAY 22, 1936.**

|       |       |           |
|-------|-------|-----------|
| May   | ..... | 4.40b     |
| July  | ..... | 4.60@4.70 |
| Sept. | ..... | 4.75@4.80 |

Sales three lots.

Watch the "Wanted" page for positions offered or good men available.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
New York City

# Automatic TEMPERATURE CONTROL

**FOR** Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

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ALSO 41 OTHER CITIES

## POWERS REGULATOR CO.



## What's Ahead for Cottonseed Products?

Cottonseed crushers will meet at the Roosevelt Hotel, New Orleans, June 1, 2 and 3 for the 40th annual meeting of the National Cottonseed Products Association. The important Rules Committee will meet on May 29 and 30.

In his convention call President J. I. Morgan cites the "urgent need for co-operation among the members of the cottonseed industry," calling attention to increasing competition offered by other products, need of aggressive selling, expansion of markets and means of meeting price competition offered.

"We can't sit idly by and wait for buyers to come to us," he said. "Their attention may be diverted en route and their custom may go elsewhere. Unless you are the exception, you can't depend on strictly local markets to absorb all of your products. Much of your production must go out and meet price and demand competition far from your own community." It is Mr. Morgan's opinion that only through a strong trade association can the pressure of the competition from other products be met.

E. T. George of New Orleans will call the convention to order. Reports of president Morgan, vice president Gregory, general counsel Christie Benet and educational director A. L. Ward, together with the report of the Rules Committee, will constitute the important business of the first day. On the third day a discussion of "Fats and Oils Legislation" will be led by W. H. Jasson, Memphis, Tenn., and the report will be made of the committee to draft proposed rules and standards on commercial feed guarantees, by T. C. Law, chairman.

The annual handicap golf tournament will be an outstanding entertainment feature, trophies for which have been donated by friends of the industry. The banquet and dance, a regular yearly feature, will be held on the evening of June 2.

## FATS AND OILS MOVEMENT

More cottonseed oil than lard was produced in the first quarter of 1936, according to the U. S. Bureau of the Census. Cottonseed oil production in the period totaled 324,470,365 lbs. and lard 252,738,938 lbs. The Census report covers detailed factory production of fats and oils, exclusive of refined oils and derivatives.

Refined oils produced during the period totaled 325,958,457 lbs. of cottonseed oil; 87,262,038 lbs. of coconut oil; 31,077,406 lbs. of peanut oil; 33,827,781 lbs. of corn oil; 46,397,748 lbs. of soybean oil and 9,311,841 lbs. of palm-kernel oil.

All data for quarter ended March 31, 1936.

## PRODUCTION, CONSUMPTION AND STOCKS.

|                             | Factory operations for the quarter ended Mar. 31, 1936. | Factory and Warehouse stocks Mar. 31, 1936. |
|-----------------------------|---|---|
| <b>VEGETABLE OILS.</b>      |   |   |
| Cottonseed, crude           | 324,470,365   | 113,412,500                                 |
| Cottonseed, refined         | 325,958,457   | 504,033,117                                 |
| Peanut, virgin and crude    | 19,776,863  | 21,196,185                                  |
| Peanut, refined             | 31,077,406  | 18,952,076                                  |
| Coconut or copra, crude     | 69,594,043  | 129,419,201                                 |
| Coconut or copra, refined   | 87,262,038  | 17,973,043                                  |
| Corn, crude                 | 30,869,344  | 14,878,318                                  |
| Corn, refined               | 33,827,781  | 10,194,221                                  |
| Soybean, crude              | 64,142,131  | 24,335,063                                  |
| Soybean, refined            | 46,397,748  | 23,439,811                                  |
| Olive, edible               | 2,959,979   | 5,568,583                                   |
| Olive, inedible             | 2,939,690   | 2,939,690                                   |
| Sulphur oil or olive foots. | 13,530,012  | 13,530,012                                  |
| Palm-kernel, crude          | (2)   | 22,308,448                                  |
| Palm-kernel, refined        | 9,311,841   | 2,384,450                                   |
| Rapeseed                    | (2)   | 23,387,124                                  |
| Linseed                     | 132,136,919   | 187,465,098                                 |
| Chinese wood or tung.       | (2)   | 35,634,148                                  |
| Perilla                     | (2)   | 23,825,871                                  |
| Castor                      | 18,568,082  | 11,773,796                                  |
| Palm                        | 23,332,740  | 84,759,155                                  |
| Sesame                      | 23,332,740  | 20,738,819                                  |
| Sunflower                   | 13,174,151  | 2,347,351                                   |
| Babassu                     | 9,401,105   | 4,565,590                                   |
| Hempseed                    | 1,644,017   | 8,233,585                                   |
| All other                   |   | 9,568,566                                   |

## FISH OILS.

|                    |                |             |
|--------------------|----------------|-------------|
| Cod and cod-liver  | 335,250        | 14,312,688  |
| Other fish oils    | (3) 44,333,228 | 160,050,451 |
| Marine animal oils | 695,250        | 30,757,825  |

## ANIMAL FATS.

|                    |             |             |
|--------------------|-------------|-------------|
| Lard, neutral      | 2,021,098   | 1,255,495   |
| Lard, other edible | 250,717,270 | 79,423,847  |
| Tallow, edible     | 21,612,350  | 17,715,013  |
| Tallow, inedible   | 108,529,373 | 291,214,251 |
| Neatsfoot oil      | 1,580,044   | 1,514,083   |

## GREASES.

|                  |            |            |
|------------------|------------|------------|
| White            | 13,090,863 | 9,079,178  |
| Yellow           | 14,980,526 | 15,516,543 |
| Brown            | 13,073,858 | 16,457,143 |
| Bone             | 5,207,885  | 3,393,228  |
| Tankage          | 4,423,853  | 2,990,347  |
| Garbage or house | 9,742,455  | 11,474,345 |
| Wool             | 1,828,414  | 3,333,861  |
| Recovered        | 661,396    | 1,584,065  |
| All other        | 3,651,014  | 4,414,180  |

## OTHER PRODUCTS.

|                                      |             |            |
|--------------------------------------|-------------|------------|
| Lard compounds and other substitutes | 333,200,351 | 36,796,664 |
| Hydrogenated oils                    | 181,767,154 | 27,934,711 |
| Stearine, vegetable                  | 10,196,933  | 4,471,097  |
| Stearine, animal, edible             | 12,181,163  | 7,624,608  |
| Stearine, animal, inedible           | 4,732,869   | 7,449,832  |
| Oleo oil                             | 19,867,190  | 7,243,807  |
| Lard oil                             | 7,761,201   | 4,243,286  |
| Tallow oil                           | 2,451,114   | 1,897,132  |
| Fatty acids                          | 35,686,506  | 9,873,255  |
| Fatty acids, distilled               | 13,969,837  | 4,490,078  |
| Red oil                              | 10,820,621  | 7,158,673  |
| Stearic acid                         | 6,953,257   | 4,787,298  |
| Glycerine, crude 80% basis           | 32,378,581  | 6,021,475  |
| Glycerine, dynamite                  | 10,423,521  | 12,734,962 |
| Glycerine, chemically pure           | 17,819,218  | 9,202,723  |
| Cottonseed foots, 50% basis          | 51,348,476  | 39,335,691 |
| Cottonseed foots, distilled          | 10,687,794  | 5,901,300  |
| Other vegetable oil foots.           | 28,731,400  | 6,088,240  |
| Other vegetable oil foots, distilled | 190,975     | 204,397    |
| Acidulated soap stock                | 26,144,107  | 50,495,803 |
| Miscellaneous soap stock             | 243,107     | 352,091    |

## RAW MATERIALS USED IN MANUFACTURE OF VEGETABLE OILS.

|                      | —Tons of 2,000 lbs.—        | On hand  |
|----------------------|-----------------------------|----------|
|                      | Consumed Jan. 1 to Mar. 31. | Mar. 31. |
| Cottonseed           | 1,069,335                   | 200,349  |
| Peanuts, hulled      | 4,546                       | 333      |
| Peanuts, in the hull | 29,476                      | 6,110    |
| Copra                | 56,394                      | 31,902   |
| Cocoanuts and skins  | 908                         | 55       |
| Corn germs           | 62,538                      | 177      |
| Olives               | 10,170                      | 60       |
| Flaxseed             | 198,642                     | 68,149   |
| Castor beans         | 18,973                      | 13,420   |
| Hemp seed            | 15,094                      | 15,094   |
| Soybeans             | 234,961                     | 211,623  |
| Sesame seed          | 24,511                      | 12,576   |
| Babassu nuts         | 10,492                      | 337      |
| Other kinds          | 2,214                       | 2,835    |

## OIL SEEDS IMPORTED FOR CONSUMPTION.

|                 | Tons.   |
|-----------------|---------|
| Castor beans    | 34,334  |
| Copra           | 52,784  |
| Flaxseed        | 106,282 |
| Sesame seed     | 45,481  |
| Hempseed        | 15,096  |
| Poppy seed      | 609     |
| Rapeseed        | 6,717   |
| Palm kernels    | 11,798  |
| Babassu nuts    | 2,292   |
| Other oil seeds |         |

## FATS AND OILS IMPORTED FOR CONSUMPTION.

|                                 | Lbs.       |
|---------------------------------|------------|
| Animal oils and fats, edible    | 4,618,692  |
| Whale oil                       | 5,335,498  |
| Cod oil                         | 5,073,150  |
| Cod-liver oil                   | 9,095,886  |
| Other fish oil                  | 752,268    |
| Wool grease                     | 1,493,890  |
| Tallow, inedible                | 24,029,830 |
| Oleic acid or red oil           | 128,745    |
| Stearic acid                    | 721,445    |
| Grease and oils, n.e.s. (value) | \$12,886   |
| Olive oil, edible               | 13,638,454 |
| Cottonseed oil                  | 43,830,296 |
| Corn oil, edible                | 7,070,963  |
| Peanut oil, edible              | 17,117,512 |
| Kapok oil, edible               | 7,014,458  |
| Sunflower seed oil, edible      | 8,423,567  |
| Palm-kernel oil, edible         | 1,899,390  |
| Other edible vegetable oils     | 445,567    |
| Tung oil                        | 42,132,341 |
| Cocaoat oil                     | 84,013,479 |
| Palm oil                        | 92,930,349 |
| Sulphur oil or olive foots.     | 567,064    |
| Other vegetable wax             | 3,953,182  |
| Rapeseed (colza) oil            | 30,400,206 |
| Palm-kernel oil, inedible       | 1,991,351  |
| Soybean oil                     | 1,237,337  |
| Sunflower seed oil, inedible    | 16,732     |
| Cornstarch wax                  | 4,666,635  |
| Other vegetable wax             | 1,484,212  |
| Linseed oil                     | 30,400,206 |
| Perilla oil                     | 30,695,963 |
| Teaseed oil                     | 4,403,965  |
| Fatty acids, vegetable          | 1,817,694  |
| Other expressed oils, inedible  | 2,279,396  |
| Glycerine, crude                | 478,541    |
| Glycerine, refined              | 76,448     |

## EXPORTS OF FOREIGN FATS AND OILS.

|                                      | Lbs.      |
|--------------------------------------|-----------|
| Animal fats and oils, edible         | 145,438   |
| Fish oils                            | 274,261   |
| Other animal oils and fats, inedible | 44,813    |
| Olive oil, edible                    | 1,786,296 |
| Tung oil                             | 842,635   |
| Cocaoat oil                          | 3,018,333 |
| Palm and palm-kernel oil             | 473,680   |
| Soybean oil                          | 393,536   |
| Other expressed oils and fats        | 385,153   |
| Vegetable wax                        |           |

## EXPORTS OF DOMESTIC FATS AND OILS.

|   | Lbs.       |
|---|------------|
| Oleo oil                                | 1,859,908  |
| Oleo stock                              | 569,363    |
| Tallow, edible                          | 203,590    |
| Lard                                    | 29,092,405 |
| Lard, neutral                           | 205,174    |
| Oleo stearine                           | 137,215    |
| Neatsfoot oil                           | 188,065    |
| Other animal oils, inedible             | 228,243    |
| Fish oil                                | 544,676    |
| Grease stearine                         | 65,644     |
| Oleic acid or red oil                   | 47,401     |
| Stearic acid                            | 359,228    |
| Other animal greases and fats           | 2,966,498  |
| Cottonseed oil, crude                   | 229,100    |
| Cottonseed oil, refined                 | 829,087    |
| Cocaoat oil, crude                      | 3,715,261  |
| Cocaoat oil, refined                    | 947,876    |
| Corn oil                                | 219,635    |
| Soybean oil                             | 1,247,534  |
| Cooking fats other than lard            | 378,641    |
| Other edible vegetable oils and fats    | 1,130,901  |
| Linseed oil                             | 269,044    |
| Other expressed oils and fats, inedible | 1,018,523  |
| Glycerine                               | 590,910    |

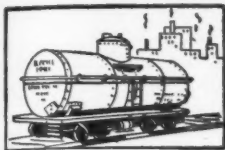
## VEGETABLE OIL IMPORTS

Foreign trade in vegetable oils and oil bearing seeds, March, 1936:

|                                 | Quantity, lbs. | Value.    |
|---------------------------------|----------------|-----------|
| <b>IMPORTS.</b>                 |                |           |
| Vegetable oils and seeds:       |                |           |
| Copra (free)                    | 29,951,871     | \$885,738 |
| Sesame seed                     | 24,688,524     | 651,053   |
| Peanut oil                      | 9,914,147      | 521,539   |
| Sunflowerseed oil               | 2,155,932      | 140,696   |
| Cottonseed oil                  | 16,450,258     | 950,262   |
| <b>Inedible vegetable oils:</b> |                |           |
| Cocaoat oil from Philip-pines   | 22,533,892     | 783,262   |
| Palm oil                        | 21,053,917     | 699,591   |
| Soybean oil                     | 77,300         | 4,338     |
| Palm kernel oil                 | 1,352,951      | 40,141    |

## APRIL MARGARINE TAXES

Federal excise taxes on oleomargarine during April, 1936, totaled \$85,940.65 and special taxes, \$13,090.67, a total of \$99,031.32. This compares with excise taxes of \$104,897.25 and special taxes of \$19,228.19, or a total of \$124,125.44 in April, 1935.



# Vegetable Oils

## Weekly Market Review



**Trade Moderate—Market Weak—  
New Season's Lows Reached—  
Allied Markets Unsteady—Cash  
Trade Moderate—Weather Fa-  
vorable in South and West, Un-  
favorable in East.**

**I**N a moderately active trade, cotton-  
oil futures continued to seek lower  
levels the past week and prices again  
skipped into new low ground for the  
season. There was no particular change  
in the depressing conditions which have  
surrounded the market the past few  
weeks, and it continued to feel the lack  
of aggressive support.

Commission house liquidation and  
hedge selling was in evidence through  
various quarters during the week. There  
was scattered selling credited to Wall  
Street houses and some selling of oil  
by spreaders who were buying allied  
commodities. Interests with Southern  
and refining connections were on the  
buying side on a scale down, some feel-  
ing that this represented profit taking  
and others accumulation of long stuff.

While April oil consumption was  
above expectations, there has been little  
or nothing in the news to indicate any  
unusual demands so far this month so  
that the trade is becoming a little skepti-  
cal as to what May distribution will  
prove to be. In the meanwhile the hog  
run continues liberal.

### Depressing Factors in Oil Market

There were no signs of betterment in  
other oils or inedible fats, while lard  
stocks increased during the first half  
of May with expectations of an additional  
important increase during the last half  
of the month. New crop conditions are  
more favorable in the Western and Cen-  
tral cotton belts but complaints of un-  
favorable dry conditions in the Eastern  
belt were heard during the week.

As a result of these conditions, bear-  
ish sentiment appears to dominate the  
oil trade. Indications of plentiful fat  
supplies for consuming needs the bal-  
ance of this season and uncertainties  
regarding the size of the increase in the  
cotton acreage, served to make those  
friendly to the constructive side take  
to the sidelines for the time being. In  
professional oil circles, predictions were  
being made of the possibilities of oil  
prices seeking an 8c level, but swings  
from one side to the other are quick  
and a watchful eye is being kept on the  
lard situation. The technical position  
of cottonoil is satisfactory but buying  
power to take the surplus off the mar-  
ket is lacking.

Crude markets were rather quiet and  
barely steady with Southeast and Val-

ley oils at 7½c, nominal, and with  
Texas oil at 7½c, nominal.

**COCOANUT OIL**—While activity at  
New York was very light a steadier  
tone was reported in this quarter. Soap-  
ers, however, displayed no willingness  
to take on additional supplies and the  
tone was barely steady in competing  
fats. Sellers were talking 4c for cocoa-  
nut oil, although in some directions it  
was felt that 3½c could be done on  
bids. At the Pacific Coast the market  
was quoted at 3½c.

**CORN OIL**—An absence of offerings  
from the West was reported at New  
York and the market here was more or  
less nominal around 8c.

**SOYA BEAN OIL**—Market was  
quotationally unchanged at New York at  
around 5½c but there were indications  
of shading on bids as demand was not  
active.

**PALM OIL**—Routine demand was  
reported at New York and prices were  
steady with spot Nigre quoted at 4.35c,  
shipment Nigre 4.15c, 12½ per cent  
acid, 3.75c and Sumatra 3½@3¼c.

**PALM KERNEL OIL**—Market was  
dull at New York and quoted at 3.85@  
3.90c for shipment.

**OLIVE OIL FOOTS**—Market steady  
at New York but demand was moderate  
with spot barrels quoted at 8@8¼c and  
shipment tanks 7½c.

**PEANUT OIL**—Interest appeared

routine at New York and market was  
quoted around 7½c to slightly higher.

**COTTONSEED OIL**—Southeast and  
Valley crude quoted 7½c nominal,  
Texas 7½c nominal.

Market transactions at New York:

**Friday, May 15, 1936.**

|       | Range |       | Bids  | Closing |       |
|-------|-------|-------|-------|---------|-------|
|       | Sales | High  |       | Low     | Asked |
| Spot  | ..... | ..... | ..... | a       | ..... |
| May   | ..... | ..... | ..... | 895 a   | 910   |
| June  | ..... | ..... | ..... | 895 a   | nom   |
| July  | 11    | 909   | 898   | 897 a   | 899   |
| Aug.  | ..... | ..... | ..... | 897 a   | nom   |
| Sept. | 28    | 909   | 897   | 897 a   | trad  |
| Oct.  | 2     | 886   | 881   | 877 a   | 879   |
| Nov.  | ..... | ..... | ..... | 870 a   | nom   |
| Dec.  | 10    | 870   | 870   | 861 a   | 865   |

**Saturday, May 16, 1936.**

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| Spot  | ..... | ..... | ..... | a     | ..... |
| May   | ..... | ..... | ..... | 890 a | 905   |
| June  | ..... | ..... | ..... | 890 a | nom   |
| July  | 6     | 898   | 892   | 893 a | 896   |
| Aug.  | ..... | ..... | ..... | 890 a | 900   |
| Sept. | 11    | 895   | 891   | 891 a | 894   |
| Oct.  | 6     | 874   | 873   | 872 a | 875   |
| Nov.  | ..... | ..... | ..... | 870 a | nom   |
| Dec.  | 1     | 857   | 857   | 855 a | 860   |

**Monday, May 18, 1936.**

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| Spot  | ..... | ..... | ..... | a     | ..... |
| May   | ..... | ..... | ..... | 890 a | 905   |
| June  | ..... | ..... | ..... | 890 a | nom   |
| July  | 11    | 895   | 888   | 895 a | 95tr  |
| Aug.  | ..... | ..... | ..... | 890 a | bid   |
| Sept. | 29    | 892   | 887   | 892 a | trad  |
| Oct.  | 8     | 874   | 869   | 874 a | trad  |
| Nov.  | ..... | ..... | ..... | 865 a | nom   |
| Dec.  | ..... | ..... | ..... | 860 a | 868   |

**Tuesday, May 19, 1936.**

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| Spot  | ..... | ..... | ..... | a     | ..... |
| May   | 5     | 892   | 890   | 872 a | 888   |
| June  | 1     | 904   | 904   | 875 a | nom   |
| July  | 22    | 890   | 875   | 875 a | 876   |
| Aug.  | ..... | ..... | ..... | 875 a | bid   |
| Sept. | 34    | 892   | 875   | 875 a | 877   |
| Oct.  | 13    | 871   | 855   | 858 a | trad  |
| Nov.  | ..... | ..... | ..... | 850 a | nom   |
| Dec.  | 2     | 860   | 860   | 845 a | 855   |

**Wednesday, May 20, 1936.**

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| Spot  | ..... | ..... | ..... | a     | ..... |
| May   | 1     | 890   | 890   | 870 a | 890   |
| June  | ..... | ..... | ..... | 870 a | nom   |
| July  | 37    | 873   | 865   | 867 a | trad  |
| Aug.  | ..... | ..... | ..... | 867 a | nom   |
| Sept. | 55    | 875   | 866   | 868 a | 69tr  |
| Oct.  | 31    | 860   | 851   | 857 a | 860   |
| Nov.  | ..... | ..... | ..... | 855 a | nom   |
| Dec.  | 4     | 849   | 845   | 842 a | 849   |

**Thursday, May 21, 1936.**

|       |       |     |     |       |       |
|-------|-------|-----|-----|-------|-------|
| July  | ..... | 873 | 865 | 868 a | ..... |
| Sept. | ..... | 874 | 867 | 871 a | 872   |
| Oct.  | ..... | 865 | 858 | 858 a | 860   |
| Dec.  | ..... | 851 | 849 | 847 a | 855   |

(See page 34 for later markets.)

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., May 21, 1936. —  
Cotton oil futures steadier after several  
sinking spells which should increase de-  
mand and lead to advance, in keeping  
with reduced stocks, late crop and  
nearness of large consuming period.  
Crude holds around 7½@7¾c per lb.  
f.o.b. mills, regardless of futures.  
Bleachable nominal with stocks in  
strong hands and offered sparingly.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 21, 1936. —  
Crude cottonseed oil, 7½c lb. Valley;  
cottonseed meal, \$21.25 bid f.o.b. Mem-  
phis. May shipment.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., May 21, 1936.—Forty-  
three per cent cottonseed cake and meal,  
basis, Little Rock, for interstate ship-  
ment, \$23.50. Prime cottonseed oil, 7¼  
@7½c.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Hog products were irregular during latter part of week but trade was without much feature; operators awaiting developments. Top hogs at Chicago stronger, top \$10.00.

### Cottonseed Oil

Cotton oil moderately active and steadier in mixed trade without much feature. Selling pressure lighter. Cash trade in lard and oil routine. Crude markets nominal.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, \$8.75@8.90; July, \$8.69@8.70; Sept., \$8.71 sale; Oct., \$8.59 sale; Dec., \$8.52@8.57. Tone steady; sales 51 lots.

### Tallow

Tallow, extra, 4½c lb. f.o.b.

### Stearine

Stearine, 7½c.

### Friday's Lard Markets

New York, May 22, 1936.—Prices are for export. Lard, prime western, \$10.35 @10.45; middle western, \$10.25@10.35; city, 10½c; refined Continent, 10½c; South American, 10½@10½c; Brazil kegs, 10½@11c; compound, 10½c in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, May 22, 1936.—General provision market steady but dull; fair demand for hams; continued slow demand for lard.

Friday's prices were: Hams, American cut, 96s; hams, long cut, 92s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshires, unquoted; Cumberlands, 72s; Canadian Wiltshires, 76s; Canadian Cumberlands, 74s; spot lard, 52s 6d.

## LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week ended May 6, 1936, with comparisons:

|                                    | May 6, Apr. 29, 1936. | May 8, 1936. | 1935.   |
|------------------------------------|-----------------------|--------------|---------|
| American green bellies.....        | Nom.                  | Nom.         | \$14.12 |
| Danish Wiltshire sides.....        | \$20.41               | \$20.28      | 19.90   |
| Canadian green sides.....          | 17.74                 | 17.43        | 17.74   |
| American short cut green hams..... | 20.68                 | 20.43        | 19.34   |
| American refined lard.....         | 13.05                 | 13.37        | 12.60   |

## HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, May 20, 1936.—Refined cottonseed oil, 26s; Egyptian crude cottonseed oil, 23s 6d.

## PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended May 16, 1936:

|                      | Week ended May 16, 1936. | Week ended May 19, 1935. | Nov. 1, 1935 to May 16, 1936. |
|----------------------|--------------------------|--------------------------|-------------------------------|
|                      | bbls.                    | bbls.                    | bbls.                         |
| Total .....          | 13                       | 64                       | 1,051                         |
| United Kingdom ..... | 54                       | 54                       | 110                           |
| Continent .....      | 13                       | 10                       | 781                           |
| West Indies .....    | .....                    | .....                    | 160                           |

### BACON AND HAMS.

|                       | M lbs. | M lbs. | M lbs. |
|-----------------------|--------|--------|--------|
| Total .....           | 752    | 940    | 58,216 |
| United Kingdom .....  | 751    | 940    | 57,955 |
| Continent .....       | 1      | .....  | 80     |
| West Indies .....     | .....  | .....  | 178    |
| Other countries ..... | .....  | .....  | 5      |

### LARD.

|                             | M lbs. | M lbs. | M lbs. |
|-----------------------------|--------|--------|--------|
| Total .....                 | 1,671  | 2,929  | 52,145 |
| United Kingdom .....        | 1,410  | 2,819  | 46,485 |
| Continent .....             | 260    | 28     | 4,539  |
| Sth. and Ctl. America ..... | .....  | .....  | 185    |
| West Indies .....           | 1      | 82     | 953    |
| Other countries .....       | .....  | .....  | 5      |

### TOTAL EXPORTS BY PORTS.

|                      | Pork, bbls. | Bacon and Hams, M lbs. | Lard, M lbs. |
|----------------------|-------------|------------------------|--------------|
| From .....           |             |                        |              |
| New York .....       | 13          | 133                    | 560          |
| Boston .....         | .....       | 9                      | 137          |
| Norfolk .....        | .....       | .....                  | 19           |
| Montreal .....       | .....       | 609                    | 953          |
| Halifax .....        | .....       | 1                      | .....        |
| Total week .....     | 13          | 752                    | 1,671        |
| Previous week .....  | .....       | 607                    | 771          |
| 2 week ago .....     | 80          | 500                    | 2,048        |
| Cor. week 1935 ..... | 64          | 940                    | 2,929        |

### SUMMARY NOV. 1, 1935, TO MAY 16, 1936.

|                            | 1935 to 1936. | 1934 to 1935. | Increase. | Decrease. |
|----------------------------|---------------|---------------|-----------|-----------|
| Pork, M lbs.....           | 210           | 290           | .....     | 80        |
| Bacon and Hams, M lbs..... | 58,216        | 79,470        | .....     | 21,254    |
| Lard, M lbs.....           | 52,145        | 76,161        | .....     | 24,016    |

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 22, 1936, show exports from that country were as follows: To the United Kingdom, 101,999 quarters; to the Continent, none. Exports for same period last week were: To England, 107,645 quarters; Continent, 2,461 quarters.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended May 22, totaled 21 bbls. of pork, 273,800 lbs. of lard, and 187,500 lbs. of bacon.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, May 1, 1936, to May 20, 1936, totaled 1,189,770 lbs.; greases, 266,000 lbs.; stearine, 59,400 lbs.

Exports of lard through the Detroit gateway to Great Britain in the week of May 8 to 14, reached a total of 654,562 lbs. Of this amount 212,800 lbs. was destined for Newcastle and 196,578 lbs. for Manchester.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 22, 1936, with comparisons, are reported as follows:

|  | Week ended May 22, 1936.      | Prev. week. | Cor. week, 1935. |
|--|-------------------------------|-------------|------------------|
| Spr. nat. strs. ....                           | @12½n                         | @12½n       | @13½n            |
| Hvy. nat. strs. ....                           | @12                           | @12         | @13              |
| Hvy. Tex. strs. ....                           | @12                           | @12         | @13n             |
| Hvy. butt brad'd strs. ....                    | @12                           | @12         | @13n             |
| Hvy. Col. strs. ....                           | 11½@11½                       | 11½@11½     | @12½             |
| Ex-light Tex. strs. ....                       | @10½                          | @10         | @10½             |
| Hvy. nat. cows. ....                           | @10½                          | @10         | @10½             |
| Brnd'd cows. ....                              | 10½@10½                       | 10          | @10½             |
| Nat. bulls. ....                               | @8½                           | @8½         | @9½              |
| Brnd'd bulls. ....                             | @7½n                          | @7½         | @8½              |
| Calfskins ....18                               | @21                           | 19          | 16½@21           |
| Kips, nat. ....                                | @14                           | @14         | @13n             |
| Kips, ov-wt. ....                              | @13                           | @13         | @12              |
| Kips, brnd'd. ....                             | 10½@11                        | 9           | @9½              |
| Slunks, reg. ....1.00                          | @1.20                         | @1.20       | @.85             |
| Slunks, hris. ....                             | @40                           | 35          | 40               |
| Light native, butt branded and Colorado steers | 1c per lb. less than heavies. |             |                  |

### CITY AND OUTSIDE SMALL PACKERS.

|                    |         |        |         |
|--------------------|---------|--------|---------|
| Nat. all-wts. .... | 9½@10½  | 9½@10  | 9½@9½   |
| Branded ....       | 9½@9½   | 9      | 9       |
| Nat. bulls. ....   | @7½n    | 7      | @7½n    |
| Brnd'd bulls. .... | @6½n    | 6      | @6½n    |
| Calfskins ....     | 16½@17  | 16½@17 | 14      |
| Kips ....          | 11½@12½ | @11½   | 11½@12n |
| Slunks, reg. ....  | .80     | @1.00  | 60      |
| Slunks, hris. .... | .20     | 20     | 25      |

### COUNTRY HIDES.

|                    |           |           |           |       |
|--------------------|-----------|-----------|-----------|-------|
| Hvy. steers. ....  | 8         | @8½n      | @8n       | @7    |
| Hvy. cows. ....    | 8         | @8½n      | @8n       | @7    |
| Bufs. ....         | 9         | @9½       | 8½@8½     | @7½   |
| Extremes ....      | 10        | @10½      | 9½@10     | @8    |
| Bulls. ....        | 6         | 5½@6      | 5½@5½     | 5½    |
| Calfskins ....     | 12        | 12½@12½   | 10        | @10½  |
| Kips ....          | 9½@10     | 9½@10     | 8         | @8½   |
| Light calf. ....   | .80       | @.95n     | 80        | @.70n |
| Deacons ....       | .80       | @.95n     | 80        | @.70n |
| Slunks, reg. ....  | .60       | @.75n     | 60        | @.50n |
| Slunks, hris. .... | .10       | @.15n     | 10        | @.05n |
| Horsehides ....    | 3.10@3.75 | 3.10@3.75 | 2.75@3.50 |       |

### SHEEPSKINS.

|                      |           |            |           |
|----------------------|-----------|------------|-----------|
| Pkr. lambs. ....     | 2.10@2.25 | 1.60@1.80n |           |
| Sml. pkr. lambs .... | 1.00@1.75 | 1.60@1.70  | 1.20@1.25 |
| Pkr. yearlings. .... | @1.10     | @1.10      | @.80      |
| Dry pelts ....       | @16½      | 15         | @16½      |

## N. Y. HIDE FUTURE MARKETS

Saturday, May 16, 1936—Close: June 11.32 sale; Sept. 11.64@11.65; Dec. 11.97 sale; Mar. 12.26@12.32; sales 18 lots. Closing 2@5 higher.

Monday, May 18, 1936—Close: June 11.40@11.45; Sept. 11.73@11.78; Dec. 12.05@12.06 sales; Mar. 12.34@12.40; sales 53 lots Closing 8@9 higher.

Tuesday, May 19, 1936—Close: June 11.35@11.42; Sept. 11.68@11.74; Dec. 12.00@12.05; Mar. 12.29n; sales 38 lots. Closing 5 lower.

Wednesday, May 20, 1936—Close: June 11.48 sale; Sept. 11.80 sale; Dec. 12.13 sale; Mar. 12.42@12.45; sales 45 lots. Closing 12@13 higher.

Thursday, May 21, 1936—Close: June 11.43@11.46; Sept. 11.76 sale; Dec. 12.08 sale; Mar. 12.38@12.40; sales 57 lots. Closing 4@5 lower.

Friday, May 22, 1936—Close: June 11.39@11.40; Sept. 11.72@11.75; Dec. 12.05@12.06; Mar. 12.34n; sales 39 lots. Closing 3@4 lower

## SUMMER HOURS ON EXCHANGE

The board of managers of the Commodity Exchange, Inc., has voted to close the exchange on Saturdays from June 27 to Sept. 5, inclusive.



# Hides and Skins

## Weekly Market Review

### Chicago

**PACKER HIDES**—This was another active week in the packer hide market, with advance of a half-cent paid for all cow descriptions, extreme light native steers and extreme light Texas steers, and also for native bulls. Steers have firmed up to the point where packers are asking advances for steers of May take-off. Total sales for the week so far are about 150,000 hides, with probably some quiet bookings to increase this figure.

Following the sale of 20,000 April-May native steers late last week, as reported exclusively in THE NATIONAL PROVISIONER, other packers followed on the basis of the price of 12c established for that dating, and ½c less for earlier winter take-off, and upwards of 85,000 native steers have moved, breaking the long deadlock in a rather thorough manner. This description had been very slow for some months.

At the close of last week 16,000 native steers sold, and about 44,000 more this week, all basis 12c for April-May and 11½c for Jan. to Mar. take-off; 4,000 all lights, Jan. to Mar., made 10½c, steady basis. Bids of 12¼c for Mays now declined, asking 12½c; packers want to move balance of winter steers along with Mays. Total of 10,900 May extreme light native steers sold at 11¼c, up ½c.

About 11,000 April-May butt branded steers sold at 12c, and 3,000 May Colorado sold at 11¼c, steady prices; packers' ideas now stronger. About 2,900 heavy Texas steers moved at 12c for April-May and 11½c Mar. Light Texas steers quotable 11c last paid. Extreme light Texas steers moved up ½c on sales of 4,400 April-Mays at 10½c.

One packer sold a car May heavy native cows at 10¼c, up ½c. Car April-May light native cows sold last week-end at 10¼c, up ¼c; association sold 1,000 Mays early this week at 11c, or ½c up, and a packer sold 2,000 May St. Pauls at 11c; 1,000 April sold on split weights, 43/53 lbs. at 10½c; 2,000 Kansas City split weights sold at 11c for 43 lbs. up and 11¼c for under 43 lbs. Total of 19,000 branded cows sold at 10½c for Mays, and 10c for a few earlier dating; association sold 1,000 Mays 10½c.

One packer sold 1,700 May native bulls this week at 8¼c, or ½c advance; branded bulls quotable 7¼c nom.

**OUTSIDE SMALL PACKER HIDES**—Outside small packer all-weight natives around 48-lb. average weight can be sold at 9½@9¼c, f.o.b. nearby

points, for earlier take-off, with 10c available for May take-off. Chicago take-off around 10½c, nom.

**PACIFIC COAST**—Further trading at last week-end on Pacific Coast brought total sales up to around 50,000 hides in that market, all at 9½c for steers and 8½c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES**—South American market appears steady. At close of last week, 6,500 Argentine steers moved at 70 pesos, equal to 11¼c, c.i.f. New York, steady; 2,500 frigorifico light steers sold equal to 10½c. Total of 14,000 more frigorifico steers were reported this week at 70 pesos or 11¼c, and 4,500 extremes equal to 11¼c.

**COUNTRY HIDES**—Prices are being quoted a bit higher on country hides but trading continues light, due to the lack of support from upper leather tanners recently. Holders of country hides are firm in their ideas of value despite the difference in seasonal quality between present packer offerings and the country hides available, due to the time lag in handling countries. Untrimmed all-weights reported sold at 8¼c, with 8½c now asked. Heavy steers and cows have no outlet at present and dealers have to carry these until demand opens up; quoted 8@8¼c, nom., trimmed, with best bid 7½c at the moment. Trimmed buff weights top at 9c paid, although 9¼c asked. Extremes usually quoted 10@10¼c, trimmed, top paid for good stock; report of sale at 10½c not confirmed. Bulls about 6c; glues around 6c. All-weight branded 7@7¼c, flat.

**CALFSKINS**—Packer May calfskins started to move this week when one packer sold 15,000 and another packer 5,800 May lights under 9½ lbs., all at 21c, or a cent under last sale of Aprils. Packers still holding April heavy calf, 9½/15 lbs., and trading awaited to establish this market, with last sales prices 21½c for northern and 20c for River points not attractive to buyers. Trading delayed here due to tanners' proposal to throw out grubby calfskins.

Chicago city calfskins last sold at 17c for 8/10 lbs. and 16½c for 10/15 lbs., and further offerings made that basis. Outside cities, 8/15 lbs., quoted around 16½@16¼c nom.; mixed cities and countries 14½@15c; straight countries 12@12½c.

**KIPSKINS**—Packer kipskins firm. One packer sold 8,000 May native kipskins at 14c for northern, steady; another sold 2,400 May over-weights at

13c for northern and 12c southern, and 1,900 branded kips at 11c, firm prices. Later another packer sold 4,600 May kip production, at 14c for northern natives, 13¼c northern over-weights, southern a cent less, brands at 11c.

Chicago city kipskins last sold at 11¼c but offerings now held at 12¼c. Outside cities around 12c, nom.; mixed cities and countries about 10½@11c; straight countries 9½@10c.

Packer regular slunks are offered at \$1.10, with \$1.00 bid and paid quietly. Hairless moving at 40c for No. 1's.

**HORSEHIDES**—Market about unchanged, with good city renderers with full manes and tails quoted \$3.60@3.75, f.o.b. shipping points, ordinary trimmed lots \$3.35@3.40, delivered Chicago, and mixed city and country lots \$3.00@3.25, Chicago.

**SHEEPSKINS**—Dry pelts firmer at 16@16½c, delivered Chicago, for full wools. Production of packer shearlings running much lighter than last year, some houses report 35@45 per cent less; good stock apparently readily salable at \$1.10 for No. 1's, 85c for No. 2's and 60c for clips, paid this week for couple cars, or 2½c up on the clips and other grades steady. Pickled skins quoted steady to strong, with last sales at \$5.50 per doz. paid for May lambs; sheep quotable \$6.50 per doz. and well cleaned up. Season about over for packer wool pelts and quotations only nominal. Outside small packer pelts quoted \$1.60@1.75 each for scattered good lots.

### New York

**PACKER HIDES**—One packer is sold up to end of April, with last trading in April hides at 12c for native and butt branded steers and 11¼c for Colorados. Another packer moved April Colorados last week that basis, but holds balance of April hides and also March natives. Other packers hold April hides intact, also March native steers.

**CALFSKINS**—Scattered sales of calfskins early in week at steady prices. Collectors sold a car 7-9's at \$1.85, car 9-12's at \$2.45, and 3,000 buttermilks at \$2.25; the 4/5's last sold at \$1.25 and 5-7's at \$1.45. A few packer 7-9's sold at \$2.10, steady.

### CHICAGO HIDE MOVEMENT

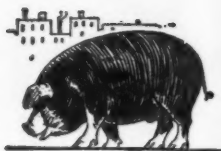
Receipts of hides at Chicago for the week ended May 16, 1936, were 3,493,000 lbs.; previous week, 4,762,000 lbs.; same week last year, 4,331,000 lbs.; from January 1 to May 16 this year, 85,632,000 lbs.; same period a year ago, 106,882,000 lbs.

Shipments of hides from Chicago for the week ended May 16, 1936, were 4,019,000 lbs.; previous week, 3,825,000 lbs.; same week last year, 4,257,000 lbs.; from January 1 to May 16 this year, 77,593,000 lbs.; same period a year ago, 136,955,000 lbs.



# Live Stock Markets

## Weekly Review



### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, May 21, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. H., 140-160 lbs.,  
Good-choice ..... \$9.25@ 9.60 \$9.15@ 9.65 \$9.00@ 9.30 \$9.10@ 9.40 \$9.00@ 9.70  
Medium ..... 8.90@ 9.50 8.75@ 9.50 8.75@ 9.20 8.85@ 9.20 9.00@ 9.60

Lt. wt., 160-180 lbs.,  
Good-choice ..... 9.50@ 9.80 9.50@ 9.80 9.20@ 9.35 9.20@ 9.45 9.60@ 9.70  
Medium ..... 9.10@ 9.60 9.25@ 9.65 9.10@ 9.30 9.00@ 9.30 9.00@ 9.60

Lt. wt., 180-200 lbs.,  
Good-choice ..... 9.60@ 9.85 9.75@ 9.85 9.30@ 9.40 9.30@ 9.50 9.60@ 9.70  
Medium ..... 9.20@ 9.90 9.40@ 9.70 9.15@ 9.30 9.10@ 9.35 9.25@ 9.60

Med. wt.,  
200-220 lbs., gd.-ch. .... 9.60@ 9.85 9.75@ 9.85 9.30@ 9.40 9.35@ 9.50 9.50@ 9.60  
220-250 lbs., gd.-ch. .... 9.60@ 9.85 9.60@ 9.85 9.20@ 9.40 9.30@ 9.50 9.30@ 9.60

Hvy. wt.,  
250-290 lbs., gd.-ch. .... 9.40@ 9.75 9.30@ 9.75 9.00@ 9.30 9.00@ 9.40 8.90@ 9.45  
290-350 lbs., gd.-ch. .... 9.25@ 9.50 9.15@ 9.40 8.70@ 9.10 8.75@ 9.15 8.65@ 9.00

PACKING SOWS:  
275-350 lbs., good ..... 8.60@ 8.85 8.50@ 8.80 8.45@ 8.50 8.35@ 8.50 8.45@ 8.55  
350-425 lbs., good ..... 8.50@ 8.70 8.40@ 8.75 8.40@ 8.50 8.15@ 8.35 8.40@ 8.50  
425-550 lbs., good ..... 8.40@ 8.60 8.30@ 8.60 8.40@ 8.45 8.00@ 8.25 8.40@ 8.50  
275-550 lbs., medium ..... 8.20@ 8.40 7.85@ 8.50 8.00@ 8.40 7.50@ 8.25 8.40@ 8.50

SLAUGHTER PIGS, 100-140 lbs.:  
Good-choice ..... 8.50@ 9.85 8.50@ 9.25 8.75@ 9.15 8.65@ 9.35 9.50@ 10.00  
Medium ..... 9.00@ 9.25 8.00@ 9.15 8.40@ 9.00 8.25@ 9.10

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,  
Choice ..... 8.50@ 9.25 8.25@ 8.75 7.50@ 8.00 7.25@ 8.25 7.15@ 8.25  
Good ..... 7.75@ 8.75 7.50@ 8.40 7.50@ 8.00 7.50@ 8.00 6.25@ 7.40  
Medium ..... 7.25@ 8.00 6.75@ 7.75 6.75@ 7.50 6.75@ 7.50 5.25@ 6.40  
Common (plain) ..... 6.50@ 7.25 6.00@ 6.75 5.75@ 6.75 5.75@ 6.75 5.40@ 6.35

STEERS, 900-1100 lbs.,  
Prime ..... 9.25@ 9.60  
Choice ..... 8.75@ 9.25 8.40@ 8.75 8.00@ 8.75 8.00@ 8.75 7.25@ 8.15  
Good ..... 7.75@ 8.75 7.75@ 8.40 7.50@ 8.00 7.50@ 8.25 6.25@ 7.25  
Medium ..... 7.25@ 7.75 6.75@ 7.75 6.75@ 7.50 6.75@ 7.50 6.25@ 7.15  
Common (plain) ..... 6.50@ 7.25 6.00@ 6.75 5.75@ 6.75 5.75@ 6.75 5.40@ 6.35

STEERS, 1100-1300 lbs.,  
Prime ..... 9.25@ 9.60  
Choice ..... 8.50@ 9.25 8.40@ 8.75 8.00@ 8.75 8.00@ 8.75 7.15@ 7.90  
Good ..... 7.75@ 8.75 7.75@ 8.40 7.50@ 8.00 7.50@ 8.00 6.25@ 7.15  
Medium ..... 7.25@ 7.75 6.75@ 7.75 6.75@ 7.50 6.75@ 7.50 6.25@ 7.15  
Common (plain) ..... 6.50@ 7.25 6.00@ 6.75 5.75@ 6.75 5.75@ 6.75 5.40@ 6.35

STEERS, 1300-1500 lbs.,  
Prime ..... 9.25@ 9.60  
Choice ..... 8.50@ 9.25 8.40@ 8.75 8.00@ 8.75 8.00@ 8.75 6.90@ 7.75  
Good ..... 7.75@ 8.75 7.75@ 8.40 7.50@ 8.00 7.50@ 8.00 6.90@ 7.75  
Medium ..... 7.25@ 7.75 6.75@ 7.75 6.75@ 7.50 6.75@ 7.50 6.25@ 7.15  
Common (plain) ..... 6.50@ 7.25 6.00@ 6.75 5.75@ 6.75 5.75@ 6.75 5.40@ 6.35

HEIFERS, 550-750 lbs.,  
Choice ..... 8.00@ 8.75 8.25@ 8.75 7.75@ 8.25 7.75@ 8.50 7.40@ 8.15  
Good ..... 7.25@ 8.00 7.75@ 8.25 7.25@ 7.75 7.25@ 8.00 6.85@ 7.65  
Common (plain), medium ..... 5.50@ 7.50 6.00@ 7.75 5.25@ 7.25 5.25@ 7.25 5.00@ 7.10

HEIFERS, 750-900 lbs.,  
Good-choice ..... 7.50@ 9.00  
Common (plain), medium .. 5.50@ 7.50

COWS:  
Choice ..... 6.00@ 6.50 5.75@ 6.25 5.75@ 6.25 5.75@ 6.25 5.65@ 6.25  
Good ..... 5.40@ 6.00 5.00@ 5.75 5.00@ 5.75 4.75@ 5.75 4.85@ 5.75  
Common (plain), medium... 4.00@ 5.40 3.25@ 5.00 3.75@ 5.00 3.50@ 4.75 3.35@ 4.85  
Low cutters-cutters ..... 4.00@ 5.40 3.25@ 5.00 3.75@ 5.00 3.50@ 4.75 3.35@ 4.85

BULLS (Yearlings excluded):  
Good (beef) ..... 6.00@ 6.50 6.00@ 6.50 5.65@ 6.25 5.65@ 6.00 5.75@ 6.15  
Cutter, common (plain), med. 5.50@ 6.40 5.00@ 6.10 4.75@ 5.75 4.50@ 5.65 4.50@ 6.00

VEALERS:  
Good-choice ..... 9.00@ 10.50 8.25@ 9.50 7.50@ 9.50 8.00@ 9.50 7.50@ 10.00  
Medium ..... 7.50@ 9.00 6.75@ 8.25 6.00@ 7.50 5.50@ 8.00 6.50@ 7.75  
Cull-common (plain) ..... 6.00@ 7.50 4.00@ 6.75 4.50@ 6.00 4.50@ 5.50 4.50@ 6.50

CALVES, 250-500 lbs.,  
Good-choice ..... 6.25@ 9.25 6.50@ 8.50 6.00@ 8.00 6.50@ 8.50 6.50@ 9.50  
Common (plain), medium... 5.00@ 6.25 4.00@ 6.50 4.50@ 6.00 4.50@ 7.00 4.50@ 6.00

Lambs and Sheep:

LAMBS, spring:  
Choice ..... 12.00@ 12.50 12.25@ 12.75 11.75@ 12.25 11.75@ 12.15 11.50@ 12.00  
Good ..... 11.50@ 12.00 11.50@ 12.25 11.25@ 11.75 11.00@ 11.15 11.00@ 11.50  
Medium ..... 10.50@ 11.50 10.25@ 11.50 10.25@ 11.25 9.75@ 11.00 10.00@ 11.00  
Common (plain) ..... 9.00@ 10.50 8.50@ 10.25 9.25@ 10.25 8.00@ 9.75 8.75@ 10.00

LAMBS (shorn):  
Choice ..... 10.50@ 10.75 10.00@ 10.50 10.00@ 10.35 10.00@ 10.25 10.00@ 10.50  
Good ..... 10.25@ 10.50 9.50@ 10.00 9.75@ 10.00 9.50@ 10.00 9.50@ 10.00  
Medium ..... 9.25@ 10.25 8.50@ 9.50 9.25@ 9.75 8.75@ 9.50 8.50@ 9.50  
Common ..... 7.25@ 9.25 7.00@ 8.50 7.00@ 8.50 7.50@ 8.75 7.25@ 8.50

YEARLING WETHERS (shorn):  
Good-choice ..... 8.25@ 9.00 8.00@ 8.75 8.75@ 9.25  
Medium ..... 7.25@ 8.25 7.00@ 8.00 7.50@ 8.75

EWES (shorn):  
Good-choice ..... 3.25@ 4.25 3.00@ 3.75 3.00@ 4.00 3.00@ 4.00 3.00@ 4.25  
Common-medium ..... 1.75@ 3.50 2.00@ 3.00 1.50@ 3.00 1.75@ 3.00 2.00@ 3.00

### LIVESTOCK PRICES COMPARED

April prices at Chicago:

Apr. 1936. Mar. 1936. Apr. 1935.

SLAUGHTER CATTLE AND VEALERS.

Steers—  
550-900 lbs., Choice ... \$ 9.84 \$ 9.90 \$12.52  
Good ..... 8.54 8.55 11.07  
Medium ..... 7.73 7.82 9.09  
Common ..... 6.61 6.58 7.81

900-1100 lbs., Choice ... 10.16 10.62 13.72  
Good ..... 9.04 9.47 12.30  
Medium ..... 7.82 8.10 10.10  
Common ..... 6.90 6.80 8.30

1100-1300 lbs., Choice ... 10.22 10.87  
Good ..... 9.16 9.69 12.58  
Medium ..... 7.88 8.18 10.44  
Common ..... 6.90 6.80 8.30

1300-1500 lbs., Prime ... 11.84  
Choice ... 10.27 11.01 14.56  
Good ..... 9.16 9.70 12.76

Heifers—  
550-750 lbs., Choice ... 8.56 8.50 11.30  
Good ..... 7.70 7.79 10.20  
Com.&med. 6.58 6.54 7.88  
Gd. & ch. 8.18 8.31 11.20  
Com.&med. 6.66 6.52 8.00

Cows—  
Good ..... 6.27 6.20 8.73  
Common and medium .... 5.51 5.31 6.23  
Low cutter and cutter... 4.51 4.10 4.13

Bulls (yearlings excluded)—  
Good (beef) ..... 6.42 6.24 6.50  
Cutter, com. and med.... 6.05 5.76 5.28

Vealers—  
Good and choice ..... 8.93 8.70 8.36  
Medium ..... 7.52 7.44 6.80  
Cull and common ..... 6.89 6.02 5.30

Calves, 250-500 lbs.—  
Good and choice ..... 7.75 7.64 8.76  
Common and medium .... 5.62 5.60 5.67

HOGS.  
Light light, 140-160 lbs.—  
Good and choice ..... 10.54 10.44 8.76  
Medium ..... 10.20 9.96 8.47

Light weight, 160-180 lbs.—  
Good and choice ..... 10.62 10.52 8.94  
Medium ..... 10.29 10.16 8.74

Light weight, 180-200 lbs.—  
Good and choice ..... 10.71 10.59 9.06  
Medium ..... 10.35 10.16 8.90

Medium weight—  
200-220 lbs., good and ch. 10.74 10.59 9.11  
220-250 lbs., good and ch. 10.72 10.50 9.10

Heavy weight—  
250-290 lbs., good and ch. 10.60 10.25 9.02  
290-350 lbs., good and ch. 10.34 9.85 8.93

Packing sows—  
275-350 lbs., good ..... 9.61 9.39 8.30  
350-425 lbs., good ..... 9.46 9.29 8.37  
425-550 lbs., good ..... 9.34 9.20 8.21  
275-550 lbs., medium .... 9.03 8.83 7.54

SLAUGHTER PIGS, 100-140 lbs.—  
Good and choice ..... 9.91 9.88 8.14  
Medium ..... 9.63 9.59 7.76

LAMBS AND SHEEP.

Lambs—  
Choice<sup>1</sup> ..... 11.11 10.04 8.11  
Good<sup>1</sup> ..... 10.86 9.76 8.11  
Medium ..... 10.47 9.34 7.34  
Common ..... 9.55 8.74 7.34

Lambs (shorn)—  
Choice<sup>1</sup> ..... 9.40  
Good<sup>1</sup> ..... 9.02

Yearling wethers—  
Good and choice ..... 9.57 9.13 7.14  
Medium ..... 8.74 8.43 6.55

Ewes—  
Good and choice ..... 5.70 5.38 4.56  
Common and medium .... 4.63 4.36 3.82

<sup>1</sup>Quotations based on ewe and wether lambs.

### LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

## CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., May 21, 1936.—At 20 concentration points and 9 packing plants in Iowa and Minnesota hog trade was fairly active this week under rather light receipts. Compared with last week's close, butcher hogs were 25¢ 30¢ higher, and some heavies up more. Packing sows largely 20¢ 25¢ higher. Late sales good to choice 180 to 220 lb. truck deliveries mostly \$9.20@9.40, some long hauls up to around \$9.50 and rail deliveries up to \$9.65; bulk 220 to 250 lb. truck hogs, \$9.10@9.35; 250 to 290 lb., \$8.80@9.20; 290 to 350 lb., \$8.55@8.95. Better 160 to 180 lb., \$8.80@9.10; 140 to 160 lb., \$8.25@8.80. Good light sows, \$8.05@8.35, rail deliveries, \$8.55; medium and heavy weights, \$7.70@8.20, off truck.

Receipts week ended May 21, 1936:

|                        | This week. | Last week. |
|------------------------|------------|------------|
| Friday, May 15.....    | 12,800     | 20,100     |
| Saturday, May 16.....  | 11,200     | 15,600     |
| Monday, May 18.....    | 20,600     | 36,300     |
| Tuesday, May 19.....   | 13,700     | 20,100     |
| Wednesday, May 20..... | 16,100     | 20,500     |
| Thursday, May 21.....  | 23,600     | 14,300     |

## U. S. INSPECTED HOG KILL

Kill at 8 points week ended May 15, 1936:

|                               | Week ended May 15. | Prev. week. | Cor. week, 1935. |
|-------------------------------|--------------------|-------------|------------------|
| Chicago .....                 | 74,374             | 75,753      | 61,133           |
| Kansas City, Kans. ....       | 28,298             | 32,002      | 23,401           |
| Omaha .....                   | 19,907             | 23,977      | 15,022           |
| St. Louis & East St. Louis .. | 51,456             | 54,160      | 32,682           |
| St. Joseph .....              | 16,296             | 19,775      | 8,701            |
| St. Paul .....                | 11,699             | 16,279      | 10,004           |
| N. Y., Newark and J. C. ....  | 27,851             | 29,004      | 13,530           |
| N. Y., Newark and J. C. ....  | 32,603             | 38,031      | 31,945           |
| Total .....                   | 263,175            | 289,071     | 196,416          |

## NEW YORK LIVESTOCK

Receipts week ended May 16, 1936:

|                     | Cattle. | Calves. | Hogs.  | Sheep. |
|---------------------|---------|---------|--------|--------|
| Jersey City .....   | 4,314   | 7,026   | 4,370  | 30,558 |
| Central Union ..... | 1,615   | 2,228   | .....  | 12,553 |
| New York .....      | 248     | 3,385   | 10,686 | 3,553  |
| Total .....         | 6,177   | 12,639  | 15,056 | 46,664 |
| Previous week ..... | 6,570   | 14,779  | 15,942 | 39,082 |
| Two weeks ago.....  | 7,211   | 14,214  | 18,233 | 53,011 |

## RECEIPTS AT CHIEF CENTERS

Week ended May 16, 1936:

| At 20 markets:         | Cattle. | Hogs.   | Sheep.  |
|------------------------|---------|---------|---------|
| Week ended May 16..... | 152,000 | 303,000 | 243,000 |
| Previous week .....    | 206,000 | 332,000 | 235,000 |
| 1935 .....             | 175,000 | 232,000 | 284,000 |
| 1934 .....             | 195,000 | 484,000 | 240,000 |
| 1933 .....             | 172,000 | 461,000 | 336,000 |
| At 11 markets:         | Cattle. | Hogs.   | Sheep.  |
| Week ended May 16..... | 229,000 | .....   | .....   |
| Previous week .....    | 257,000 | .....   | .....   |
| 1935 .....             | 103,000 | .....   | .....   |
| 1934 .....             | 428,000 | .....   | .....   |
| 1933 .....             | 391,000 | .....   | .....   |
| 1932 .....             | 433,000 | .....   | .....   |
| At 7 markets:          | Cattle. | Hogs.   | Sheep.  |
| Week ended May 16..... | 108,000 | 202,000 | 139,000 |
| Previous week .....    | 145,000 | 220,000 | 151,000 |
| 1935 .....             | 123,000 | 159,000 | 182,000 |
| 1934 .....             | 157,000 | 397,000 | 121,000 |
| 1933 .....             | 132,000 | 322,000 | 204,000 |
| 1932 .....             | 115,000 | 360,000 | 206,000 |

## LIVESTOCK AT 69 MARKETS

Movement, 69 markets, April, 1936:

|                       | Receipts. | Local slaughter. | Shipments. |
|-----------------------|-----------|------------------|------------|
| CATTLE.               |           |                  |            |
| April, 1936 .....     | 1,116,206 | 705,477          | 408,447    |
| April, 1935 .....     | 1,056,512 | 627,709          | 176,379    |
| April av. 5 years.... | 981,355   | 592,343          | 378,044    |
| CALVES.               |           |                  |            |
| April, 1936 .....     | 557,094   | 388,373          | 164,162    |
| April, 1935 .....     | 573,348   | 397,178          | 182,916    |
| April av. 5 years.... | 520,550   | 370,455          | 149,558    |
| HOGS.                 |           |                  |            |
| April, 1936 .....     | 1,874,673 | 1,321,589        | 550,454    |
| April, 1935 .....     | 1,650,117 | 1,138,484        | 505,687    |
| April av. 5 years.... | 2,629,927 | 1,822,372        | 806,245    |
| SHEEP AND LAMBS.      |           |                  |            |
| April, 1936 .....     | 1,797,997 | 980,926          | 800,364    |
| April, 1935 .....     | 2,105,640 | 1,223,103        | 885,768    |
| April av. 5 years.... | 2,232,916 | 1,186,269        | 1,063,039  |

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

|                               | NEW YORK. | PHILA.  | BOSTON. |
|-------------------------------|-----------|---------|---------|
| STEERS, carcass               |           |         |         |
| Week ending May 16, 1936..... | 9,518     | 2,865   | 2,784   |
| Week previous .....           | 9,664     | 2,840   | 3,090   |
| Same week year ago.....       | 8,876     | 1,923   | 2,423   |
| COWS, carcass                 |           |         |         |
| Week ending May 16, 1936..... | 1,936     | 1,014   | 1,193   |
| Week previous .....           | 943½      | 914     | 1,767   |
| Same week year ago.....       | 1,353     | 1,180   | 1,442   |
| BULLS, carcass                |           |         |         |
| Week ending May 16, 1936..... | 312       | 401     | 22      |
| Week previous .....           | 205       | 474     | 21      |
| Same week year ago.....       | 340       | 511     | 57      |
| VEAL, carcass                 |           |         |         |
| Week ending May 16, 1936..... | 15,712    | 2,112   | 587     |
| Week previous .....           | 15,578    | 1,654   | 644     |
| Same week year ago.....       | 10,976    | 2,058   | 864     |
| LAMB, carcass                 |           |         |         |
| Week ending May 16, 1936..... | 30,064    | 8,921   | 10,971  |
| Week previous .....           | 30,272    | 8,013   | 14,282  |
| Same week year ago.....       | 43,328    | 14,815  | 18,622  |
| MUTTON, carcass               |           |         |         |
| Week ending May 16, 1936..... | 5,455     | 811     | 859     |
| Week previous .....           | 3,450     | 589     | 7,537   |
| Same week year ago.....       | 2,572     | 1,269   | 1,047   |
| PORK CUTS, lbs.               |           |         |         |
| Week ending May 16, 1936..... | 1,285,881 | 408,589 | 282,634 |
| Week previous .....           | 1,723,417 | 373,334 | 261,045 |
| Same week year ago.....       | 1,650,403 | 441,511 | 235,923 |
| BEEF CUTS, lbs.               |           |         |         |
| Week ending May 16, 1936..... | 380,722   | .....   | .....   |
| Week previous .....           | 426,908   | .....   | .....   |
| Same week year ago.....       | 431,335   | .....   | .....   |

### LOCAL SLAUGHTERS.

| CATTLE, head                  |        |        |       |
|-------------------------------|--------|--------|-------|
| Week ending May 16, 1936..... | 8,912  | 1,688  | ..... |
| Week previous .....           | 9,330  | 1,997  | ..... |
| Same week year ago.....       | 7,707  | 2,298  | ..... |
| CALVES, head                  |        |        |       |
| Week ending May 16, 1936..... | 15,867 | 2,834  | ..... |
| Week previous .....           | 16,185 | 3,240  | ..... |
| Same week year ago.....       | 17,233 | 4,487  | ..... |
| HOGS, head                    |        |        |       |
| Week ending May 16, 1936..... | 32,962 | 13,505 | ..... |
| Week previous .....           | 36,171 | 13,021 | ..... |
| Same week year ago.....       | 30,468 | 14,036 | ..... |
| SHEEP, head                   |        |        |       |
| Week ending May 16, 1936..... | 52,037 | 5,000  | ..... |
| Week previous .....           | 51,655 | 4,291  | ..... |
| Same week year ago.....       | 59,487 | 5,094  | ..... |

Your bologna, luncheon meats, and sausages will look more attractive in Bemis Cloth Bags

Test cases have proven that this distinctive, colorful bag gets greater attention — which results in greater sales for your meats.

**BEMIS CLOTH BAGS**  
save money in packing operations — only one end to close. Available in any shape.

**BEMIS BRO. BAG CO.**  
Brooklyn St. Louis

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 16, 1936, as reported to The National Provisioner:

### CHICAGO.

|   | Cattle. | Hogs.  | Sheep. |
|---|---------|--------|--------|
| Armour and Co.  | 2,649   | 3,138  | 2,610  |
| Swift & Co.   | 2,422   | 2,230  | 1,923  |
| Morris & Co.  | 1,704   | .....  | 410    |
| Wilson & Co.  | 3,514   | 8,070  | 1,428  |
| Anglo-Amer. Prov. Co.   | 811     | .....  | .....  |
| G. H. Hammond Co.   | 1,859   | .....  | .....  |
| Shippers  | 8,787   | 5,544  | 3,824  |
| Others  | 3,139   | 17,453 | 2,911  |
| Brennan Packing Co., 2,741 hogs; Western Packing Co., Inc., 1,949 hogs; Agar Packing Co., 4,164 hogs. |         |        |        |

Total: 24,865 cattle; 5,894 calves; 40,275 hogs; 13,104 sheep.

Not including 585 cattle, 593 calves, 25,194 hogs and 23,288 sheep bought direct.

### KANSAS CITY.

|                      | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| Armour and Co.       | 1,725   | 539     | 2,135 | 2,970  |
| Cudahy Pkg. Co.      | 1,815   | 580     | 1,151 | 3,897  |
| Morris & Co.         | 988     | 222     | ..... | 1,386  |
| Swift & Co.          | 1,402   | 489     | 2,613 | 3,188  |
| Wilson & Co.         | 1,271   | 735     | 1,184 | 3,712  |
| Kornblum & Son.      | 439     | .....   | ..... | .....  |
| Independent Pkg. Co. | .....   | .....   | 187   | .....  |
| Others               | 1,680   | 94      | 2,268 | 3,619  |

Total: 9,329 2,659 9,508 18,772

Not including 19,701 hogs bought direct.

### OMAHA.

|                 | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|-------|--------|
| Armour and Co.  | 4,662   | 5,343   | 2,406 | .....  |
| Cudahy Pkg. Co. | 4,292   | 3,946   | 6,879 | .....  |
| Dold Pkg. Co.   | 847     | 3,515   | ..... | .....  |
| Morris & Co.    | 1,158   | 75      | 1,227 | .....  |
| Swift & Co.     | 4,486   | 3,225   | 3,593 | .....  |
| Others          | .....   | 7,815   | ..... | .....  |

Eagle Pkg. Co., 22 cattle; Grt. Omaha Pkg. Co., 65 cattle; Geo. Hoffman Pkg. Co., 21 cattle; Lewis Pkg. Co., 315 cattle; Omaha Pkg. Co., 142 cattle; John Roth & Sons, 110 cattle; So. Omaha Pkg. Co., 106 cattle; Lincoln Pkg. Co., 315 cattle; Wilson & Co., 210 cattle.

Total: 16,751 cattle and calves; 23,919 hogs; 14,105 sheep.

Not including 50 cattle, 697 hogs and 3,169 sheep bought direct.

### EAST ST. LOUIS.

|                  | Cattle. | Calves. | Hogs.  | Sheep. |
|------------------|---------|---------|--------|--------|
| Armour and Co.   | 1,133   | 2,384   | 6,907  | 7,720  |
| Swift & Co.      | 2,079   | 2,136   | 5,849  | 3,810  |
| Morris & Co.     | 1,028   | .....   | 270    | .....  |
| Hunter Pkg. Co.  | 1,113   | 1,494   | 2,833  | 109    |
| Hell Pkg. Co.    | .....   | 2,027   | .....  | .....  |
| Krey Pkg. Co.    | .....   | 2,205   | .....  | .....  |
| Laclede Pkg. Co. | .....   | 1,620   | .....  | .....  |
| Shippers         | 3,523   | 2,444   | 8,648  | 1,454  |
| Others           | 2,562   | 134     | 10,381 | .....  |

Total: 11,438 8,591 40,740 13,102

Not including 1,359 cattle, 4,091 calves, 22,649 hogs and 1,276 sheep bought direct.

### ST. JOSEPH.

|                | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Swift & Co.    | 1,528   | 672     | 6,083 | 8,760  |
| Armour and Co. | 1,886   | 724     | 5,116 | 5,886  |
| Others         | 1,280   | 144     | 608   | 1,004  |

Total: 4,693 1,540 11,807 15,650

Not including 107 cattle and 612 sheep bought direct.

### SIoux CITY.

|                 | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 2,814   | 106     | 5,751 | 2,217  |
| Armour and Co.  | 3,326   | 126     | 5,946 | 1,907  |
| Swift & Co.     | 2,584   | 124     | 3,424 | 1,618  |
| Shippers        | 3,062   | 34      | 2,700 | 597    |
| Others          | 283     | 16      | 61    | 4      |

Total: 12,009 406 17,882 6,343

### OKLAHOMA CITY.

|                | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Armour and Co. | 2,046   | 706     | 3,211 | 1,221  |
| Wilson & Co.   | 1,701   | 878     | 3,211 | 1,094  |
| Others         | 253     | 61      | 610   | .....  |

Total: 4,000 1,645 7,032 2,315

Not including 16 cattle, 24 calves and 227 hogs bought direct.

### INDIANAPOLIS.

|                    | Cattle. | Calves. | Hogs.  | Sheep. |
|--------------------|---------|---------|--------|--------|
| Kingan & Co.       | 1,881   | 1,027   | 10,739 | 2,477  |
| Armour and Co.     | 1,046   | 178     | 2,048  | 57     |
| Hilgemeyer Bros.   | 6       | .....   | 997    | .....  |
| Stumpf Bros.       | .....   | .....   | 112    | .....  |
| Meyer Pkg. Co.     | 80      | 10      | 165    | .....  |
| Indiana Prov. Co.  | 45      | 25      | 111    | .....  |
| Schussler Pkg. Co. | 27      | .....   | 62     | .....  |
| Maass-Hartman Co.  | 65      | 8       | .....  | .....  |
| Art Wabnitz        | 12      | 81      | .....  | 32     |
| Shippers           | 2,239   | 2,061   | 12,438 | 5,028  |
| Others             | 616     | 75      | 211    | 96     |

Total: 6,017 3,465 26,823 7,690

### ST. PAUL.

|                 | Cattle. | Calves. | Hogs.  | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co.  | 3,616   | 3,548   | 7,593  | 1,156  |
| Cudahy Pkg. Co. | 891     | 1,420   | .....  | 75     |
| Swift & Co.     | 5,027   | 5,230   | 11,077 | 1,071  |
| United Pkg. Co. | 2,249   | 420     | .....  | .....  |
| Others          | 1,526   | 270     | 3,558  | .....  |

Total: 13,309 10,888 22,228 2,902

Not including 1,594 sheep bought direct.

### WICHITA.

|                    | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Cudahy Pkg. Co.    | 682     | 701     | 2,223 | 3,322  |
| Dold Pkg. Co.      | 445     | 99      | 1,592 | 98     |
| Wichita D. B. Co.  | 18      | .....   | ..... | .....  |
| Dunn-Ostertag      | 130     | .....   | ..... | .....  |
| Fred W. Dold       | 145     | .....   | 350   | .....  |
| Sunflower Pkg. Co. | 72      | .....   | 136   | .....  |
| Sowest Beef Co.    | 17      | .....   | ..... | .....  |

Total: 1,509 800 4,301 3,420

Not including 817 hogs bought direct.

### DENVER.

|                | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Armour and Co. | 1,736   | 147     | 1,147 | 7,934  |
| Swift & Co.    | 971     | 57      | 1,810 | 9,020  |
| Others         | 2,544   | 273     | 2,170 | 15,796 |

Total: 5,251 477 5,127 32,750

### FORT WORTH.

|                       | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|-------|--------|
| Armour and Co.        | 1,976   | 1,195   | 2,361 | 9,472  |
| Swift & Co.           | 2,077   | 1,275   | 2,721 | 9,568  |
| City Pkg. Co.         | 214     | 19      | 244   | .....  |
| Blue Bonnet Pkg. Co.  | 133     | 25      | 87    | .....  |
| H. Rosenthal Pkg. Co. | 57      | 19      | 3     | .....  |

Total: 4,457 2,533 5,416 19,040

### MILWAUKEE.

|                      | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| Planckinton Pkg. Co. | 1,853   | 5,259   | 9,543 | 1,392  |
| U. D. B. Co., N. Y.  | 84      | .....   | ..... | .....  |
| Armour & Co., Mil.   | 800     | 2,075   | ..... | .....  |
| N. Y. B. D. M. Co.   | 40      | .....   | ..... | .....  |
| R. Gumz & Co.        | 73      | 105     | ..... | .....  |
| Shippers             | 171     | 25      | 117   | 15     |
| Others               | 620     | 889     | 61    | 134    |

Total: 3,690 8,953 9,711 1,541

### CINCINNATI.

|                      | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| S. W. Gall's Son.    | .....   | 52      | ..... | 286    |
| Ideal Pkg. Co.       | 36      | 33      | 361   | .....  |
| E. Kahn's Sons.      | 728     | 494     | 5,176 | 758    |
| Lohrey Pkg. Co.      | 6       | .....   | 247   | .....  |
| H. H. Meyer Pkg. Co. | 19      | .....   | 3,095 | .....  |
| J. Schlichter's Son. | 164     | 244     | ..... | 42     |
| J. & F. Schroth Pkg. | 29      | .....   | 2,432 | .....  |
| J. P. Stegner & Co.  | 346     | 296     | ..... | .....  |
| Shippers             | 155     | 401     | 3,224 | 231    |
| Others               | 1,232   | 806     | 370   | 435    |

Total: 2,715 2,416 14,905 1,752

Not including 856 cattle, 261 calves, 941 hogs and 754 sheep bought direct.

### RECAPITULATION.

|                | Cattle. | Calves. | Hogs.  | Sheep. |
|----------------|---------|---------|--------|--------|
| Chicago        | 24,865  | 36,539  | 26,298 | .....  |
| Kansas City    | 9,329   | 12,632  | 14,581 | .....  |
| Omaha          | 16,751  | 20,121  | 15,453 | .....  |
| East St. Louis | 11,438  | 12,643  | 14,802 | .....  |
| St. Joseph     | 4,693   | 1,540   | 5,424  | .....  |
| Sioux City     | 12,009  | 14,898  | 10,454 | .....  |
| Okahoma City   | 4,000   | 3,582   | 3,307  | .....  |
| Wichita        | 1,509   | 2,061   | 1,810  | .....  |
| Denver         | 5,251   | 4,636   | 3,759  | .....  |
| Milwaukee      | 3,690   | 17,464  | 10,453 | .....  |
| Indianapolis   | 6,017   | 6,063   | 6,542  | .....  |
| Cincinnati     | 2,715   | 3,004   | 3,092  | .....  |
| Ft. Worth      | 4,457   | 5,676   | .....  | .....  |

Total: 110,903 140,675 120,358

### CATTLE.

|                | Week ended May 16. | Prev. week. | Cor. 1935. |
|----------------|--------------------|-------------|------------|
| Chicago        | 24,865             | 36,539      | 26,298     |
| Kansas City    | 9,329              | 12,632      | 14,581     |
| Omaha          | 16,751             | 20,121      | 15,453     |
| East St. Louis | 11,438             | 12,643      | 14,802     |
| St. Joseph     | 4,693              | 1,540       | 5,424      |
| Sioux City     | 12,009             | 14,898      | 10,454     |
| Okahoma City   | 4,000              | 3,582       | 3,307      |
| Wichita        | 1,509              | 2,061       | 1,810      |
| Denver         | 5,251              | 4,636       | 3,759      |
| Milwaukee      | 3,690              | 17,464      | 10,453     |
| Indianapolis   | 6,017              | 6,063       | 6,542      |
| Cincinnati     | 2,715              | 3,004       | 3,092      |
| Ft. Worth      | 4,457              | 5,676       | .....      |

Total: 110,903 140,675 120,358

### HOGS.

|                | Week ended May 16. | Prev. week. | Cor. 1935. |
|----------------|--------------------|-------------|------------|
| Chicago        | 24,865             | 36,539      | 26,298     |
| Kansas City    | 9,329              | 12,632      | 14,581     |
| Omaha          | 16,751             | 20,121      | 15,453     |
| East St. Louis | 11,438             | 12,643      | 14,802     |
| St. Joseph     | 4,693              | 1,540       | 5,424      |
| Sioux City     | 12,009             | 14,898      | 10,454     |
| Okahoma City   | 4,000              | 3,582       | 3,307      |
| Wichita        | 1,509              | 2,061       | 1,810      |
| Denver         | 5,251              | 4,636       | 3,759      |
| Milwaukee      | 3,690              | 17,464      | 10,453     |
| Indianapolis   | 6,017              | 6,063       | 6,542      |
| Cincinnati     | 2,715              | 3,004       | 3,092      |
| Ft. Worth      | 4,457              | 5,676       | .....      |

Total: 110,903 140,675 120,358

### SHEEP.

|                | Week ended May 16. | Prev. week. | Cor. 1935. |
|----------------|--------------------|-------------|------------|
| Chicago        | 13,104             | 20,009      | 16,535     |
| Kansas City    | 18,772             | 23,803      | 43,176     |
| Omaha          | 14,105             | 13,746      | 11,933     |
| East St. Louis | 13,102             | 15,395      | 13,726     |
| St. Joseph     | 15,650             | 20,811      | 18,538     |
| Sioux City     | 6,343              | 8,420       | 12,068     |
| Okahoma City   | 2,315              | 1,452       | 2,307      |
| Wichita        | 3,420              | 2,598       | 7,388      |
| Denver         | 32,750             | 36,881      | 41,150     |

|              |         |         |         |
|--------------|---------|---------|---------|
| St. Paul     | 2,902   | 2,424   | 3,962   |
| Milwaukee    | 1,541   | 859     | 976     |
| Indianapolis | 7,690   | 5,133   | 5,090   |
| Cincinnati   | 1,752   | 901     | 1,921   |
| Ft. Worth    | 19,040  | 38,703  | .....   |
| Total        | 132,468 | 183,135 | 178,791 |

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

|                | Cattle. | Calves. | Hogs.  | Sheep. |
|----------------|---------|---------|--------|--------|
| Mon., May 11   | 12,053  | 1,078   | 14,889 | 6,742  |
| Tues., May 12  | 6,046   | 2,412   | 17,179 | 7,196  |
| Wed., May 13   | 6,279   | 1,627   | 13,589 | 6,329  |
| Thurs., May 14 | 3,492   | 1,381   | 12,707 | 6,838  |
| Fri., May 15   | 1,127   | 406     | 5,372  | 7,068  |
| Sat., May 16   | 300     | 100     | 2,000  | 4,900  |

Total this week: 29,297 7,004 65,736 39,008  
Previous week: 38,464 6,244 67,200 35,285  
Year ago: 35,916 10,471 60,111 58,534  
Two years ago: 40,960 10,637 132,070 30,792

### SHIPMENTS.

|                | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Mon., May 11   | 2,749   | 40      | 1,598 | 1,450  |
| Tues., May 12  | 1,505   | 69      | 452   | 990    |
| Wed., May 13   | 2,581   | 31      | 308   | 920    |
| Thurs., May 14 | 1,056   | 62      | 910   | 722    |
| Fri., May 15   | 321     | 23      | 1,590 | 498    |
| Sat., May 16   | 100     | .....   | ..... | 100    |

Total this week: 8,612 197 4,859 3,924  
Previous week: 9,784 419 4,273 4,430  
Year ago: 7,976 1,169 7,785 5,945  
Two years ago: 10,505 586 8,429 2,145

Total receipts for month and year to May 16:

|        | May 1936. | 1935.  | 1936.   | 1935.   |
|--------|-----------|--------|---------|---------|
| Cattle | 99,315    | 81,152 | 710,886 | 711,009 |
| Calves | 15,849    | 22,234 | 145,026 | 1       |

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 16, 1936.

### CATTLE.

|                        | Week ended May 16. | Prev. week. | Cor. week, 1935. |
|------------------------|--------------------|-------------|------------------|
| Chicago                | 16,683             | 27,728      | 34,365           |
| Kansas City            | 11,088             | 16,504      | 18,263           |
| Omaha                  | 15,818             | 19,518      | 14,346           |
| East St. Louis         | 14,062             | 16,762      | 16,017           |
| St. Joseph             | 5,362              | 7,090       | 5,862            |
| St. Louis              | 9,379              | 11,498      | 8,326            |
| Wichita                | 2,343              | 2,047       | 2,562            |
| Fort Worth             | 4,457              | 5,676       | ....             |
| Philadelphia           | 1,988              | 1,907       | 2,298            |
| Indianapolis           | 1,896              | 2,134       | 1,976            |
| New York & Jersey City | 8,912              | 9,330       | 7,707            |
| Oklahoma City          | 5,085              | 5,478       | 3,671            |
| Cincinnati             | 3,146              | 3,024       | 3,394            |
| Denver                 | 3,726              | 3,806       | 4,072            |
| St. Paul               | 11,783             | 14,791      | 9,616            |
| Milwaukee              | 3,334              | 3,624       | 4,075            |
| Total                  | 120,262            | 151,907     | 138,550          |

### HOGS.

|                        |         |         |         |
|------------------------|---------|---------|---------|
| Chicago                | 74,374  | 75,753  | 33,360  |
| Kansas City            | 28,298  | 32,002  | 23,401  |
| Omaha                  | 19,807  | 23,977  | 11,920  |
| East St. Louis         | 51,456  | 54,160  | 23,525  |
| St. Joseph             | 11,689  | 16,279  | 8,708   |
| St. Louis              | 16,296  | 19,775  | 9,356   |
| Wichita                | 5,118   | 6,137   | 3,700   |
| Fort Worth             | 5,416   | 6,715   | ....    |
| Philadelphia           | 13,505  | 13,021  | 14,036  |
| Indianapolis           | 12,587  | 7,314   | 9,334   |
| New York & Jersey City | 32,603  | 38,031  | 30,468  |
| Oklahoma City          | 7,259   | 7,198   | 5,071   |
| Cincinnati             | 11,642  | 12,925  | 10,172  |
| Denver                 | 5,074   | 5,185   | 3,746   |
| St. Paul               | 27,831  | 29,084  | 8,637   |
| Milwaukee              | 9,638   | 9,216   | 5,301   |
| Total                  | 332,723 | 355,792 | 200,744 |

### SHEEP.

|                        |         |         |         |
|------------------------|---------|---------|---------|
| Chicago                | 32,568  | 30,151  | 22,480  |
| Kansas City            | 18,772  | 23,803  | 43,176  |
| Omaha                  | 17,559  | 19,159  | 22,112  |
| East St. Louis         | 11,172  | 12,358  | 10,877  |
| St. Joseph             | 15,850  | 16,153  | 17,420  |
| St. Louis              | 5,746   | 6,072   | 13,416  |
| Wichita                | 3,420   | 2,598   | 7,388   |
| Fort Worth             | 19,040  | 33,703  | ....    |
| Philadelphia           | 5,000   | 4,291   | 5,094   |
| Indianapolis           | 2,493   | 2,936   | 3,196   |
| New York & Jersey City | 52,037  | 51,655  | 59,487  |
| Oklahoma City          | 2,315   | 1,452   | 2,307   |
| Cincinnati             | 2,381   | 1,495   | 1,258   |
| Denver                 | 5,888   | 4,142   | 6,625   |
| St. Paul               | 2,902   | 2,424   | 3,947   |
| Milwaukee              | 1,540   | 859     | 976     |
| Total                  | 195,683 | 213,251 | 219,759 |

## LIVESTOCK COMMISSION RATES

Reduced rates imposed on livestock commission men in the Chicago Union Stock Yards by Secretary of Agriculture Wallace were upheld this week by the U. S. Supreme Court. The rates had been in dispute since the Secretary ordered them reduced in 1934. His order was upheld in the lower courts and the commission firms issued a new and

higher rate schedule on November 1, 1935. This schedule was returned by the Secretary without calling a hearing on its reasonableness. The Supreme Court held that no question of confiscation was involved and that the Secretary's method of arriving at the rates ordered was proper.

## CALIF. INSPECTED SLAUGHTER

State-inspected kill in April, 1936:

|        | Number. |
|--------|---------|
| Cattle | 53,060  |
| Calves | 31,912  |
| Sheep  | 107,146 |
| Hogs   | 40,750  |

Meat food products produced:

|                           | Lbs.      |
|---------------------------|-----------|
| Sausage                   | 2,230,501 |
| Pork, beef                | 1,834,295 |
| Lard and lard substitutes | 1,187,061 |
| Jerky (beef)              | 200       |
| Tripe                     | 91,623    |
| Chili                     | 2,500     |
| Total                     | 5,346,150 |

## BUYING HOGS

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's newest book, be a good investment for you?

## CANADIAN LIVESTOCK PRICES

### BUTCHER STEERS.

Up to 1,050 lbs.

| Top prices    | Week ended May 14. | Last week. | Same week, 1935. |
|---------------|--------------------|------------|------------------|
| Toronto       | \$ 6.00            | \$ 6.00    | \$ 8.25          |
| Montreal      | 5.75               | 6.00       | 8.00             |
| Winnipeg      | 5.25               | 5.50       | 8.00             |
| Calgary       | 4.75               | 5.00       | 7.50             |
| Edmonton      | 4.75               | 5.00       | 6.50             |
| Prince Albert | 4.00               | 4.25       | 5.75             |
| Moose Jaw     | 4.60               | 4.75       | 6.00             |
| Saskatoon     | 4.50               | 4.50       | 6.00             |

### VEAL CALVES.

|               |         |         |         |
|---------------|---------|---------|---------|
| Toronto       | \$ 9.00 | \$ 9.00 | \$ 7.50 |
| Montreal      | 7.00    | 7.00    | 6.00    |
| Winnipeg      | 6.00    | 6.00    | 6.00    |
| Calgary       | 6.00    | 6.00    | 6.50    |
| Edmonton      | 5.50    | 5.50    | 5.50    |
| Prince Albert | 4.50    | 4.25    | 4.00    |
| Moose Jaw     | 5.00    | 4.75    | 5.75    |
| Saskatoon     | 4.50    | 5.00    | 5.00    |

### BACON HOGS.

|               |         |         |         |
|---------------|---------|---------|---------|
| Toronto       | \$ 8.25 | \$ 8.00 | \$ 9.35 |
| Montreal (1)  | 9.25    | 9.25    | 9.50    |
| Winnipeg (1)  | 8.50    | 8.50    | 8.25    |
| Calgary       | 7.05    | 7.05    | 8.00    |
| Edmonton      | 8.00    | 8.00    | 8.00    |
| Prince Albert | 8.00    | 8.00    | 7.85    |
| Moose Jaw     | 8.25    | 8.25    | 8.00    |
| Saskatoon     | 7.90    | 8.00    | 7.85    |

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

### GOOD LAMBS.

|               |         |         |         |
|---------------|---------|---------|---------|
| Toronto       | \$10.25 | \$10.25 | \$ 8.25 |
| Montreal      | 8.00    | 8.00    | 12.50   |
| Winnipeg      | 9.00    | 8.50    | 9.00    |
| Calgary       | 8.50    | 8.50    | 5.25    |
| Edmonton      | 8.50    | 8.50    | 5.50    |
| Prince Albert | ....    | 0.25    | ....    |
| Moose Jaw     | 7.50    | 7.00    | ....    |
| Saskatoon     | 8.50    | ....    | 4.50    |

<sup>2</sup>Spring lambs per head.

## LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during April, 1936:

|                | Average prices <sup>1</sup> live animals per 100 lbs. Chicago. |             |             | Average wholesale prices of carcasses <sup>2</sup> per 100 lbs. New York. |             |             | Composite retail price in cents <sup>3</sup> per lb. New York. |             |             |
|----------------|--|-------------|-------------|---|-------------|-------------|--|-------------|-------------|
|                | Apr., 1936.  | Mar., 1936. | Apr., 1935. | Apr., 1936.   | Mar., 1936. | Apr., 1935. | Apr., 1936.  | Mar., 1936. | Apr., 1935. |
| <b>Steers—</b> |  |             |             |   |             |             |  |             |             |
| Choice         | \$10.22  | \$10.87     | \$14.38     | \$14.98   | \$15.40     | \$19.75     | \$33.54  | \$33.07     | \$35.71     |
| Good           | 9.04   | 9.47        | 12.30       | 13.80   | 13.95       | 18.28       | 28.20  | 27.82       | 31.88       |
| Medium         | 7.82   | 8.10        | 10.10       | 12.49   | 12.63       | 16.29       | 23.63  | 22.50       | 24.63       |
| <b>Lambs—</b>  |  |             |             |   |             |             |  |             |             |
| Choice         | 11.11  | 10.04       | 8.31        | 20.67   | 18.19       | 16.56       | 29.69  | 27.78       | 28.13       |
| Good           | 10.86  | 9.76        | 7.91        | 20.06   | 17.65       | 15.70       | 25.99  | 23.98       | 23.50       |
| Medium         | 10.47  | 9.34        | 7.60        | 19.08   | 16.88       | 14.89       | 22.29  | 20.93       | 20.73       |
| <b>Hogs—</b>   |  |             |             |   |             |             |  |             |             |
| Good           | 10.74  | 10.59       | 9.11        | 20.90   | 20.75       | 20.62       | 27.11  | 27.12       | 26.06       |

<sup>1</sup>Average of daily quotations on choice steers 1100-1300 lbs., good and medium steers 900-1100 lbs.; lambs 90 lbs. down; hogs 200-220 lbs., excluding processing tax for 1935.

<sup>2</sup>Average of daily quotations on beef carcasses 500-700 lbs.; lamb carcasses 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

<sup>3</sup>Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

Order Buyer of Live Stock

**L. H. McMURRAY**

Indianapolis, Indiana

**LIVE STOCK BUYER...**

**HOGS a Specialty**

**H. L. SPARKS & CO.**

National Stock Yards, Illinois Telephone: Bridge 6261 or L. D. 518  
Springfield, Mo. Telephone 3339

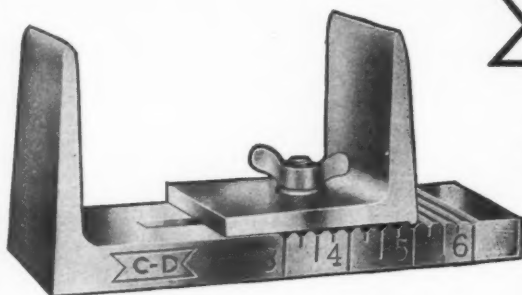
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Dayton, Ohio  
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Montgomery, Ala.



Oldest and Largest  
BUYERS EXCLUSIVELY

**KENNETT-MURRAY**



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## SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from 3- to 6- and from 2- to 8-inch lengths. No breakage of casing—reduces linking time one third—easily adjusted—sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address—

**SPECIALTY MFRS. SALES CO.**

2021 Grace St.

Chas. W. Dieckmann

Chicago, Ill.

## PROVE THIS YOURSELF

*Neverfail Cure Gives Finer Hams  
Bacon and Cured Meat Products*



"The Man Who Knows" is a curing and seasoning expert. His advice may be had without obligation in solving your problems.

Write!

**NEVERFAIL** is the Perfect Cure. It always gives finer, milder, more uniform flavor. It is the original *spiced* cure that gives cured meats added sales appeal. A test will convince you!

● Write for  
Complete Details  
TODAY!

**H. J. MAYER & SONS CO.**

6819 27 S. Ashland Avenue, Chicago, Illinois

CANADIAN PLANT, WINDSOR, ONTARIO

## SQUARE SAUSAGE SELLS BETTER!

Distinctive appearance does the job! Easy to use. Stainless steel and tinned models—all electrically welded for strength! Will brand sausage with your name or mark, if desired. Send for prices!

**United Steel & Wire Co.**

856 Fonda Ave.

Battle Creek,  
Michigan



## STOCKINETTE BAGS AND TUBING

for BEEF—LAMB—HAM—SHEEP  
—PIGS—CUTS—CALVES—  
FRANKS, Etc.

**CORRECT FIT GUARANTEED**

**E. S. HALSTED & CO., Inc.**

64 PEARL ST., NEW YORK CITY

Joseph Wahlman, Dept. Mgr.

(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



Ham Bag

**WE ALL WARM TO THE SIGHT  
OF AN OLD FRIEND**

HE has stood the test of time. To us, he is a symbol of all those fine qualities we like best... We like to think that this is true, also, of our Circle U Brand Dry Sausage. It, too, has stood time's test, and won its friends... not in a few weeks... or a few months... but in more than 50 years.

● There is a variety for every taste... for every nationality. A complete line. Shown here are:

● 1. Salami

● 2. Thüringer

● 3. Genoa Salami

● 4. Cooked Salami in artificial casing

● 5. Peperoni

**OMAHA PACKING COMPANY :: CHICAGO**

**PEPERONI**  
Buy the Piece

Up and down the



# MEAT TRAIL



## Meat Packing 25 Years Ago

(From The National Provisioner, May 27, 1911.)

Samuel Kingan, president of Kingan & Co., died at his home in Belfast, Ireland, on May 13, at the age of 87 years. With his two brothers he came to the United States in 1852 and established the company at Cincinnati and later moved to Indianapolis. The firm was said to be the first to ship American-cured meats to England, and the first to apply refrigeration to meat curing. In his later years Mr. Kingan spent much of his time in Ireland, the company being operated by his three nephews, of whom the late John R. Kingan was one.

Stearine labeled "prime" must be made of No. 1 fats only, according to ruling of federal meat inspection service. Neither shop fats nor scrap is included.

Plans for seven-story addition to Burk Bros. plant at Philadelphia were approved.

Kerber Packing Co., Elgin, Ill., installed 10-ton refrigerating machine, triple pipe brine cooling system and storage piping.

Edward Morris, president of Morris & Co., sailed with his family for a trip abroad.

## Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 24,883 cattle, 5,404 calves, 20,889 hogs and 5,976 sheep.

Ashland Sausage Co., 1009 No. Ashland ave., and Eatmore Sausage Co., 835 West Wayman st., are among firms recently incorporated in Chicago.

M. Mannheimer, formerly head of the Evansville Packing Co., Evansville, Ind., has joined the headquarters staff of the Salzman Casings Corp. at Chicago.

W. K. Livingston, of W. K. Livingston, Inc., meat and general foods brokers, Orangeburg, So. Car., was a visitor in Chicago recently.

C. L. Reid, Kingan & Co., Indianapolis, visited in Chicago this week.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a Chicago visitor this week.

J. W. Coverdale, animal feeds department, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago this week.

Howard C. Greer, director of the department of marketing, Institute of American Meat Packers, spoke before the Chicago chapter of the National Association of Cost Accountants this week on "Accounting for By-products and Joint Products."

R. H. Cabell, president, Armour and Company, has been making a trip through the South, visiting the company's plants in various Southern cities. He spoke before civic groups at Atlanta and Tifton, Ga., Chattanooga and Memphis, Tenn., and Birmingham, Ala., during the tour.

R. J. McFall, formerly associated with the U. S. Bureau of the Census, and now making special studies for the National Industrial Conference Board, was a Chicago visitor over the weekend, following attendance on the farm conference at Dearborn, Mich., where

results of research on new uses for agricultural products and by-products were reported.

"Juniors," made up of the younger executives in the meat and allied industries, will hold their second annual golf tournament and dinner at the Ridge Country Club on Wednesday, June 3. Golfers will tee off at 1 p. m. Those not playing golf can join the party for dinner. Chas C. Kramer, well-known beef and pork products broker, speaking for the committee, says that all reservations and checks must be in by May 30.

Geo. C. Lincoln, Standard Packing Co., and Fred R. Tyldesley, Luer Packing Co., Los Angeles, Calif., were Chicago visitors during the week. Both had attended the tax bill hearings in Washington.

Arthur C. Johnson, secretary, Denver Livestock Exchange, and editor the Denver Record-Stockman, was in Chicago last week on his return from the meeting of the National Livestock Exchange at French Lick, Ind.

Announcement was made this week of the purchase by Wilson & Co. of the J. T. McMillan Co., St. Paul, Minn., well-known meat processors and sausage manufacturers. Operation of business will be continued under the name of the J. T. McMillan Co., whose brands have a fine reputation in that territory.

The NoJax Minstrels—employees of the Visking Corporation—gave their annual minstrel show at the Viking Temple on the evening of May 15 to a crowded house. The program included a melodramatic burlesque and a minstrel olio that included many clever acts, outstanding among which was the sketch in which Miss Ruth Farr, secretary to vice president H. R. Medici, was the star. The entire production was directed by Harry P. Eichin of the engineering department. Wm. S. Tausig of the personnel department was interlocutor. President Erwin Freund, vice presidents Medici and Smith and other officers were guests of honor.



WILSON HELPS FOOD SHOW.

At the recent General Motors show at Syracuse, N. Y.—which included trucks, cars, refrigerators, radios and accessories—a feature was the food exhibit, with Wilson & Co. products as a part of the Frigidaire display. Here is beef salesman Morris Berger explaining to branch house manager C. P. Squires the features of the display. The show was attended by over 75,000 people.

## Countrywide News Notes

Ross Trullinger, assistant to the general manager of all Armour and Company plants, has been named general manager of the Birmingham Packing Co., Birmingham, Ala., recently acquired by Armour. R. E. Kramer, for-

## OLD PLANTATION *Offers You This Opportunity!*

Not to guess how Pork Sausage, Franks, Wieners, Bologna and Braunschweiger should taste, but actually be able to secure the natural spice ingredients, blended to produce the taste desired by most of the people in your trade territory.

**A. C. LEGG PACKING CO., INC.**  
*Exclusive Blenders of OLD PLANTATION SEASONINGS*  
 BIRMINGHAM, ALABAMA

### FEINBERG KOSHER SAUSAGE COMPANY

Manufacturers of כשר  
*Strictly Kosher Sausages and Smoked Meats*

**JOBBER'S WRITE FOR PRICES**

809-813 Lyndale Avenue, N., Minneapolis, Minn.

### Superior Packing Co.

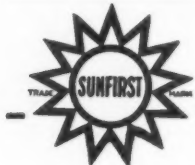
Price Quality Service

Chicago



St. Paul

**DRESSED BEEF**  
**BONELESS BEEF and VEAL**  
*Carlots Barrel Lots*



**SUNFIRST PAPRIKA**

The Finest  
 That Spain  
 Produces

### SUNFIRST PAPRIKA

Nationally Famous  
 for producing quality  
 sausage that builds  
 sales, stimulates profits

Your spice house can  
 supply SUNFIRST

### F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
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**BROKER  
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 PRODUCTS**

HARRY K. LAX, General Manager

*Member of New York Produce Exchange  
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59 East Van Buren St. Chicago, Illinois

- Specializing in Meat Packing Plants, Refrigeration, Air Conditioning

INDUSTRIAL AND CONSTRUCTION LOANS

### SMITH, BRUBAKER & EGAN

ARCHITECT & ENGINEERS

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**SERVING  
 THE MEAT PACKING INDUSTRY**

**BEEF • BACON  
 SAUSAGE • LAMB**

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**VEAL • PORK  
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The WM. SCHLUDERBERG — T. J. KURDLE CO.

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merly assistant superintendent at the company's Oklahoma's City plant, has been made superintendent at Birmingham.

Blue Bird Packing Co. has moved to a new, enlarged plant in Eugene, Ore.

J. O. Gunn, assistant superintendent at the Fort Worth, Tex., plant of Swift & Company, has been promoted to be superintendent of the Dallas plant.

M. B. Thompson, formerly salesman for Geo. A. Hormel & Co. at St. Paul, Minn., has been made manager of the company's branch at Houston, Tex.

Elam C. Hersh, formerly office manager of the Kansas City plant of Armour and Company, passed away recently after an illness of several months. Mr. Hersh started his service with the firm in 1887 as office and messenger boy for S. B. and K. B. Armour. He was at one time secretary and treasurer of all the subsidiaries of the old Armour Packing Co.

Oscar Johnson, assistant superintendent, Albany Packing Co., Albany, N. Y., has been made superintendent of the plant, succeeding George Neel, who has become a partner in the Seitz Packing Co., St. Joseph, Mo. George Pfaltzgraf, formerly with Columbus Packing Co. and Armour and Company, will be assistant superintendent.

John Morrell & Co. has established a "Red Heart" experimental kennel at Ottumwa, Ia. At present the kennel is the home of 16 wire-haired fox terriers and a Doberman pinscher. All are show dogs and will be entered in various Mid-Western competitions. L. J. Brosemer is in charge of the kennels and will assist T. W. Bailey, Ottumwa canned foods department manager, in the sale of dry dog foods. He is well known for work in animal husbandry and nutritional and genetic study of dogs.

T. G. Searle, general sales manager,

Continental Can Co., New York, and vice president of the Canning Machinery & Supplies Association, died on May 18 at the Lawrence hospital following an attack of pneumonia. He began as a salesman with Continental 21 years ago, had been district sales manager at Chicago, and was well known in the packing industry.

## Recognition of Service

In recognition of length of service, the Nuckolls Packing Co., Pueblo, Colo., recently presented gold service buttons to employees who have been with the company for 15 years and for 20 years or more. Twenty-five employees received 15-year buttons, while eleven employees received 20-year buttons.



MARION NUCKOLLS H. L. MacWILLIAMS

Those receiving 20-year buttons were Albert Self, Joe Karrick, Fritz Andree, George Robertson, Tony Novak, Tony Kralich, William Hund, Paul Sekora, John Lobeda, Martin Kolbezon and Joe Tezak. Those receiving 15-year buttons were Paul Shray, Frank Jarc, Ed Papish, George Gerks, Howard Richards, Jake Papish, R. Karlinger, sr., F.

Skul, sr., E. B. Penn, Mary Kochevar, John Pochevar, Joe Pechek, J. J. Patrick, Irwin Schroyer, Frank McClatchey, Mary Sholsky, J. H. McCracken, sr., Gus De Joy, L. M. Scheurer, W. B. Felton, A. M. Ehrman, J. J. McDonnell, H. G. Burtis, L. D. Harper and A. D. Curtis.

Presentation of the buttons was made by Marion Nuckolls, president of the company, assisted by general manager H. L. MacWilliams, and superintendent A. Smith. The appreciation of the company for the long and faithful service rendered by these men and women was also expressed in a personal letter to each from the president of the company.

## New York News Notes

Vice president James D. Cooney, Wilson & Co., Chicago, was a visitor to New York last week.

W. H. Hayward, smoked meat department, Wilson & Co., New York, spent some time at Chicago last week.

O. E. Jones, refinery department, Swift & Company, Chicago, visited New York and Jersey City last week.

H. J. Koenig, production personnel department, and J. A. Brown, branch house auditing department, Armour and Company, Chicago, spent a few days in New York last week.

William Heaney has been appointed manager of the Fort Greene, Brooklyn, branch of Wilson & Co. He had been connected with the Wilson Harlem market for some time prior to his transfer.

Meat seized and destroyed by the health department of the city of New York during the week ended May 16, 1936, was as follows: Brooklyn, 32 lbs.; Manhattan, 2,197 lbs.; Queens, 5 lbs.; total, 2,234 lbs.



NUCKOLLS AWARDS EMPLOYEES GOLD BUTTONS FOR 15 AND 20 YEARS SERVICE.

TOP ROW (left to right).—A. D. Curtis, Mary Kochevar, Mary Sholsky, A. M. Ehrman. SECOND ROW (left to right).—Frank McClatchey, John Pochevar, E. B. Penn, L. D. Harper, Irwin Schroyer. FRONT ROW (left to right).—Paul Sokora, Martin Kolbezon, F. Skul, sr., Wm. Hund, Joe Pechek, Tony Kralich, Ed Papish, J. J. Patrick, R. Karlinger, sr., Jos. Karrick, Jake Papish, Frank Jarc, Albert Self, Lewis Scheurer, Fritz Andree, Paul Shray, John Lobeda, Howard Richards, Geo. Robertson, Gus DeJoy, Tony Novak, W. B. Felton, J. H. McCracken, sr.



# For the Retail Meat Dealer



## Retail Shop Talk

### MAKING CORNED BEEF

Some retailers who make their own corned beef use boneless beef cuts in preparing the product in their own stores. A retailer who wants to do this writes:

Editor THE NATIONAL PROVISIONER:

We have never made our own corned beef but would like to use up some of our meat cuts that do not move so well. Will you tell us how to make corned beef in a retail market?

When retailers make their own corned beef they should be careful to put meat into cure when strictly fresh. Meat corned only after it becomes unsalable in its fresh state will not be satisfactory. It will not be any better from a quality standpoint when it comes out of cure than when it went in. Neither should a container be used in which a piece is salted today and another salted tomorrow. First class product cannot be made in this way.

In order to produce an A-1 corned beef, put down 25 to 50 lbs. at a time if possible. For 50 lbs. of fresh meat,

1½ lbs. salt  
8 oz. granulated sugar  
2 oz. saltpeter

Cover bottom of barrel or keg with a little salt, rub each piece individually with mixture and pack it tight in barrel. Weight it down and pour in some pickle of about 65 degs. strength to fully cover. Repack after 5 days. Product is ready to sell in two weeks and, properly handled, should be very good.

In a small market where only one or two pieces are put down at a time, the best method of handling is as follows:

Make a salt brine of about 65 degs. on the salometer. If a salometer is not available, strength of brine can be tested with a potato which will swim half way out of brine when it is strong enough. To a half barrel of this brine add 2 lbs. granulated sugar and a quarter of a pound of saltpeter. Stir well and take out all skimmings.

About 14 days are needed to cure the product thoroughly. Care must be taken so freshest pieces are kept separate or each piece marked with the day it is put in. The latter is the safest method. New brine should be made at frequent intervals.

There are commercial quick cures for corned beef that work out very well under retail conditions. Distributors of

these cures are regular advertisers in THE NATIONAL PROVISIONER.

### TO PROTECT CUT SAUSAGE

When cut sausage or ready-to-serve meats are displayed under glass in a refrigerated showcase they will usually remain bright and solid until sold. When such products are displayed on the open counter the cut end may dry out and darken, presenting a less desirable appearance.

This may be prevented by cutting

squares, oblongs or circles of Cellophane to fit the end of the sausage or loaf of cooked meat. These should be put over the exposed portion, if necessary fixing them in place with one or two of the small, wire price card holders.

The transparent covering will not prevent the customer from seeing the product exactly as it is, and the idea of protecting the cut portion of the meat in this manner is pleasing to her. Moreover, the Cellophane protector can be removed and restored to its place in a second.

## APRIL FRESH MEAT PRICES COMPARED

| New York   |                     |             |             | Chicago  |                     |             |             |
|--|---------------------|-------------|-------------|--|---------------------|-------------|-------------|
| Wholesale fresh meat prices for April, 1936, with comparisons: |                     |             |             | Wholesale fresh meat prices for April, 1936, with comparisons: |                     |             |             |
|  | Apr., 1936.         | Mar., 1936. | Apr., 1935. |  | Apr., 1936.         | Mar., 1936. | Apr., 1935. |
| <b>BEEF.</b>   |                     |             |             | <b>BEEF.</b>   |                     |             |             |
| Steer—   |                     |             |             | Steer—   |                     |             |             |
| 300-500 lbs.,  | Choice .... \$14.42 | \$14.80     | \$19.16     | 300-500 lbs.,  | Choice .... \$14.07 | \$13.72     | \$18.32     |
|  | Good ..... 13.40    | 13.42       | 17.94       |  | Good ..... 12.86    | 12.90       | 17.10       |
|  | Medium ..... 12.42  | 12.30       | 16.22       |  | Medium ..... 11.88  | 11.19       | 15.40       |
|  | Common ..... 11.42  | 11.19       | 14.19       |  | Common ..... 10.93  | 10.50       | 13.45       |
| 500-600 lbs.,  | Choice .... 14.53   | 15.18       | 19.22       | 500-600 lbs.,  | Choice .... 14.31   | 13.88       | 18.40       |
|  | Good ..... 13.50    | 13.85       | 18.06       |  | Good ..... 13.05    | 12.58       | 17.15       |
|  | Medium ..... 12.49  | 12.62       | 16.29       |  | Medium ..... 11.80  | 11.19       | 15.45       |
|  | Common ..... 11.42  | 11.19       | 14.40       |  | Common ..... 10.93  | 10.50       | 13.45       |
| 600-700 lbs.,  | Choice .... 14.98   | 15.40       | 19.75       | 600-700 lbs.,  | Choice .... 14.55   | 14.00       | 18.90       |
|  | Good ..... 13.80    | 13.95       | 18.28       |  | Good ..... 13.11    | 12.50       | 17.45       |
|  | Medium ..... 12.75  | 12.92       | 16.56       |  | Medium ..... 11.86  | 11.38       | 15.90       |
|  | Common ..... 11.42  | 11.19       | 14.40       |  | Common ..... 10.93  | 10.50       | 13.45       |
| 700 lbs. up,   | Choice .... 15.15   | 15.70       | 19.91       | 700 lbs. up,   | Choice .... 14.65   | 14.98       | 19.14       |
|  | Good ..... 14.03    | 14.41       | 18.06       |  | Good ..... 13.18    | 13.05       | 17.70       |
|  | Medium ..... 11.70  | 11.71       | 14.94       |  | Medium ..... 11.30  | 10.44       | 13.72       |
|  | Common ..... 10.75  | 10.76       | 13.76       |  | Common ..... 10.55  | 9.75        | 12.62       |
| Cows—  | Choice .... 10.05   | 10.02       | 12.52       |  | Choice .... 10.05   | 9.25        | 11.46       |
|  | Good ..... 9.75     | 9.75        | 12.52       |  | Good ..... 9.25     | 9.25        | 11.46       |
|  | Medium ..... 8.68   | 8.68        | 12.52       |  | Medium ..... 9.25   | 9.25        | 11.46       |
|  | Common ..... 8.68   | 8.68        | 12.52       |  | Common ..... 9.25   | 9.25        | 11.46       |
| <b>VEAL AND CALF CARCASSES.</b>                                |                     |             |             | <b>VEAL AND CALF CARCASSES.</b>                                |                     |             |             |
| Veal—  |                     |             |             | Veal—  |                     |             |             |
| 1—   | Choice .... 16.80   | 15.11       | 16.02       | 1—   | Choice .... 14.48   | 13.62       | 14.38       |
|  | Good ..... 15.34    | 13.48       | 14.98       |  | Good ..... 13.48    | 12.62       | 12.79       |
|  | Medium ..... 13.63  | 11.65       | 13.66       |  | Medium ..... 12.04  | 11.41       | 11.18       |
|  | Common ..... 12.15  | 10.19       | 12.02       |  | Common ..... 10.60  | 9.99        | 10.00       |
| Calf—  |                     |             |             | Calf—  |                     |             |             |
| 1—   | Choice .... 11.18   | 11.18       | 11.18       | 1—   | Choice .... 11.13   | 11.13       | 11.13       |
|  | Good ..... 9.75     | 9.75        | 9.75        |  | Good ..... 9.82     | 9.82        | 9.82        |
|  | Medium ..... 8.68   | 8.68        | 8.68        |  | Medium ..... 9.25   | 9.25        | 9.25        |
|  | Common ..... 8.68   | 8.68        | 8.68        |  | Common ..... 9.25   | 9.25        | 9.25        |
| 1Skin on.  |                     |             |             | 1Skin on.  |                     |             |             |
| <b>LAMB AND MUTTON.</b>  |                     |             |             | <b>LAMB AND MUTTON.</b>  |                     |             |             |
| Spring Lamb—   |                     |             |             | Spring Lamb—   |                     |             |             |
|  | Choice .... 18.18   | 18.18       | 18.18       |  | Choice .... 18.18   | 18.18       | 18.18       |
|  | Good ..... 17.08    | 17.08       | 17.08       |  | Good ..... 17.08    | 17.08       | 17.08       |
|  | Medium ..... 16.06  | 16.06       | 16.06       |  | Medium ..... 16.06  | 16.06       | 16.06       |
| Lamb—  |                     |             |             | Lamb—  |                     |             |             |
| 38 lbs. down,  | Choice .... 20.67   | 18.19       | 16.56       | 38 lbs. down,  | Choice .... 19.42   | 16.68       | 15.79       |
|  | Good ..... 20.06    | 17.65       | 15.70       |  | Good ..... 18.73    | 15.90       | 14.79       |
|  | Medium ..... 19.08  | 16.88       | 14.59       |  | Medium ..... 17.88  | 15.25       | 13.81       |
|  | Common ..... 17.79  | 15.20       | 14.20       |  | Common ..... 16.88  | 14.44       | 13.06       |
| 39-45 lbs.,  | Choice .... 19.97   | 17.48       | 15.91       | 39-45 lbs.,  | Choice .... 19.03   | 16.15       | 15.42       |
|  | Good ..... 19.00    | 16.78       | 15.12       |  | Good ..... 18.28    | 15.56       | 14.44       |
|  | Medium ..... 18.00  | 15.96       | 14.23       |  | Medium ..... 17.38  | 15.00       | 13.94       |
|  | Common ..... 16.96  | 15.00       | 13.94       |  | Common ..... 16.06  | 14.31       | 13.06       |
| 46-55 lbs.,  | Choice .... 19.08   | 16.88       | 14.95       | 46-55 lbs.,  | Choice .... 18.12   | 14.79       | 13.94       |
|  | Good ..... 18.12    | 15.74       | 14.18       |  | Good ..... 17.12    | 13.98       | 13.50       |
| Yearling—  |                     |             |             | Yearling—  |                     |             |             |
| 40-55 lbs.,  | Choice .... 18.12   | 15.74       | 14.18       | 40-55 lbs.,  | Choice .... 17.12   | 13.98       | 13.50       |
|  | Good ..... 16.88    | 14.95       | 13.94       |  | Good ..... 16.06    | 14.31       | 13.06       |
|  | Medium ..... 15.00  | 13.94       | 13.06       |  | Medium ..... 14.31  | 13.06       | 13.06       |
|  | Common ..... 13.94  | 13.06       | 13.06       |  | Common ..... 13.06  | 13.06       | 13.06       |
| Mutton (ewe) 70 lbs. down:                                     |                     |             |             | Mutton (ewe) 70 lbs. down:                                     |                     |             |             |
|  | Choice .... 12.72   | 9.52        | 11.35       |  | Choice .... 11.02   | 8.82        | 10.50       |
|  | Good ..... 11.65    | 8.52        | 10.35       |  | Good ..... 10.02    | 7.82        | 9.50        |
|  | Medium ..... 10.58  | 7.08        | 9.22        |  | Medium ..... 9.02   | 7.02        | 8.50        |
|  | Common ..... 9.22   | 7.08        | 9.22        |  | Common ..... 8.02   | 6.02        | 8.50        |
| <b>FRESH PORK.</b>   |                     |             |             | <b>FRESH PORK.</b>   |                     |             |             |
| Hams, 10-14 lbs. av.....                                       | 21.18               | 20.75       | 19.85       | Hams, 10-14 lbs. av.....                                       | 19.48               | 18.90       | 17.74       |
| Loins, 8-10 lbs. av.....                                       | 21.48               | 21.19       | 22.16       | Loins, 8-10 lbs. av.....                                       | 20.97               | 20.00       | 21.36       |
| 10-12 lbs. av.....   | 21.10               | 20.96       | 21.78       | 10-12 lbs. av.....   | 20.20               | 19.26       | 21.06       |
| 12-15 lbs. av.....   | 19.88               | 19.45       | 20.22       | 12-15 lbs. av.....   | 18.98               | 18.38       | 19.36       |
| 16-22 lbs. av.....   | 18.26               | 17.80       | 18.55       | 16-22 lbs. av.....   | 17.42               | 17.02       | 17.79       |
| Shoulders, N. Y. style,  |                     |             |             | Shoulders, N. Y. style,  |                     |             |             |
| skinned, 8-12 lbs. av.....                                     | 16.94               | 16.96       | 17.69       | skinned, 8-12 lbs. av.....                                     | 16.10               | 15.92       | 16.96       |
| Picnics, 6-8 lbs. av.....                                      |                     |             |             | Picnics, 6-8 lbs. av.....                                      |                     |             |             |
| Butts, Boston style,   |                     |             |             | Butts, Boston style,   |                     |             |             |
| 4-8 lbs. av.....   | 20.12               | 19.40       | 20.95       | 4-8 lbs. av.....   | 19.15               | 18.50       | 20.46       |
| Spareribs, half sheet.....                                     | 13.33               | 14.80       | 14.35       | Spareribs, half sheet.....                                     | 12.87               | 14.10       | 12.81       |

## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

### NEW YORK. CHICAGO.

|                       | April 30, 1936. | April 30, 1935. | April 30, 1934. | April 30, 1933. | April 30, 1932. | April 30, 1931. |
|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Beef:</b>          |                 |                 |                 |                 |                 |                 |
| Butterhouse steak     | .42             | .50             | .37             | .40             | .43             | .34             |
| Sirloin steak         | .37             | .43             | .31             | .35             | .38             | .28             |
| Round steak           | .36             | .41             | .30             | .31             | .33             | .23             |
| Rib roast, 1st 6 cuts | .31             | .35             | .24             | .29             | .30             | .21             |
| Chuck roast           | .23             | .27             | .18             | .21             | .24             | .15             |
| Plate beef            | .16             | .17             | .09             | .15             | .16             | .09             |
| <b>Lamb:</b>          |                 |                 |                 |                 |                 |                 |
| Legs                  | .29             | .26             | .25             | .28             | .26             | .25             |
| Loin chops            | .46             | .37             | .42             | .40             | .36             | .36             |
| Rib chops             | .37             | .31             | .33             | .34             | .31             | .32             |
| Stewing               | .14             | .12             | .11             | .16             | .14             | .13             |
| <b>Pork:</b>          |                 |                 |                 |                 |                 |                 |
| Chops, center cuts    | .36             | .35             | .26             | .34             | .34             | .26             |
| Bacon, strips         | .38             | .36             | .24             | .37             | .34             | .23             |
| Bacon, sliced         | .42             | .40             | .28             | .42             | .40             | .29             |
| Hams, whole           | .32             | .27             | .20             | .28             | .25             | .18             |
| Picnics, smoked       | .23             | .20             | .14             | .21             | .20             | .13             |
| Lard                  | .18             | .20             | .12             | .15             | .18             | .10             |
| <b>Veal:</b>          |                 |                 |                 |                 |                 |                 |
| Cutlets               | .46             | .43             | .36             | .35             | .36             | .29             |
| Loin chops            | .36             | .36             | .29             | .30             | .30             | .24             |
| Rib chops             | .32             | .30             | .24             | .26             | .27             | .20             |
| Stewing (breast)      | .16             | .16             | .11             | .15             | .14             | .10             |

\*Top round at New York.

## NEWS OF THE RETAILERS

Fred Lewis, Montague, Mich., has sold Community Market to Harry N. Waters.

Betterway Meat Market has engaged in meat business at 2250 Polk st., San Francisco, Cal.

Joe Willi has taken over management of meat department of Naccarato & Swanberg, Priest River, Ida.

Wensell Bros. meat market, 4th st., Moorehead, Minn., is putting in new display windows.

Rich Borchert plans to operate meat market at 3072 N. 27th st.; C. F. Frank & Son have engaged in meat business at 1507 N. Farwell ave., Milwaukee, Wis.

Abe Katzman, Ft. Dodge, Ia., opened meat business at 1900 5th ave. So.

H. Rosenfuld will open meat business at 411 Cedar st., Minneapolis, Minn.

Brusso and Johnson opened meat market at Ironwood, Mich.

D. A. Bailey is opening meat market at Washington and Jefferson sts., Kokomo, Ind.

Arthur Gross has purchased Schultz Bros. Meat Market at 324 N. Second st., Stevens Point, Wis.

D. O. Holloway, East Alton, Ill., has moved his meat business from Alton-Edwardsville road to new building on Bowman ave.

## AMONG NEW YORK RETAILERS

Brooklyn Branch elected the following delegates and alternates to the annual convention of the State Association at New York June 7 and 8: Leonard Sussel, Arthur Burck, Irving Stern, Joseph Maggio and Albert Rosen; alternates, Frank Hanny, John Hildebrand, Leo Levy, Irving Tabak and Jake Wyler.

Delegates elected to represent South Brooklyn Branch at the state convention are Jack Hanna, H. J. Kamps and John Harrison; alternates: Fred Martin, John Landshut and M. J. Smith.

The last business meeting of the Ladies' Auxiliary before the summer vacation was held at the McAlpin last Thursday. The last social of the season will be card party at the Coca-Cola Plant, 431 East 165th st., Manhattan, June 11, at 1:30 p.m.; committee in charge includes Mrs. Fred Hirsch, chairman; Mrs. C. Hembdt, Mrs. G. Fernquist, Mrs. Oscar Schaefer, Mrs. J. Landshut, Mrs. Wm. Kramer. Refreshments will be served and prizes awarded winners at each table.

## GOOD POSTER LOCATION

A poster calling attention to specials, canned meats or sausage products may well be placed on the cashier's booth or near the cash register in the retail meat store. Customers often stand near these points while waiting for change. They read the poster and, still being in the buying mood, may purchase the advertised product. Such a poster might suggest "have you forgotten—sausage or cold meats for the picnic lunch or canned meats for your cupboard?"

Watch "Wanted" page for good men.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 21, 1936:

|   | CHICAGO.      | BOSTON.     | NEW YORK.     | PHILA.      |
|---|---------------|-------------|---------------|-------------|
| <b>Fresh Beef:</b>                      |               |             |               |             |
| <b>STEERS, 300-500 lbs.:</b>            |               |             |               |             |
| Choice                                  | \$12.50@13.50 |             | \$13.50@14.50 |             |
| Good                                    | 11.50@12.50   |             | 12.50@13.50   |             |
| Medium                                  | 11.00@11.50   |             | 11.50@12.50   |             |
| Common (plain)                          | 10.50@11.00   |             |               |             |
| <b>STEERS, 500-600 lbs.:</b>            |               |             |               |             |
| Prime                                   | 12.50@13.50   |             | 13.50@14.50   | 13.50@14.50 |
| Choice                                  | 11.50@12.50   |             | 12.50@13.50   | 12.50@13.50 |
| Good                                    | 11.00@11.50   |             | 11.50@12.50   | 11.50@12.50 |
| Medium                                  | 10.50@11.00   |             |               |             |
| Common (plain)                          | 10.50@11.00   |             |               |             |
| <b>STEERS, 600-700 lbs.:</b>            |               |             |               |             |
| Prime                                   | 12.50@13.50   |             | 13.50@14.50   | 13.50@14.50 |
| Choice                                  | 11.50@12.50   |             | 12.50@13.50   | 12.50@13.50 |
| Good                                    | 11.00@11.50   | 11.00@12.00 | 11.50@12.50   | 11.50@12.50 |
| Medium                                  | 10.50@11.00   |             |               |             |
| <b>STEERS, 700 lbs. up:</b>             |               |             |               |             |
| Prime                                   | 12.50@13.50   | 13.50@14.50 | 13.50@14.50   | 13.50@14.50 |
| Choice                                  | 11.50@12.50   | 12.00@13.50 | 12.50@13.50   | 12.50@13.50 |
| Good                                    |               |             |               |             |
| Medium                                  |               |             |               |             |
| Common (plain)                          |               |             |               |             |
| <b>COWS:</b>                            |               |             |               |             |
| Choice                                  | 10.50@11.00   | 11.00@11.50 | 11.00@11.50   | 11.00@11.50 |
| Good                                    | 10.00@10.50   | 10.50@11.00 | 10.00@11.00   | 10.50@11.00 |
| Medium                                  | 9.50@10.00    | 10.00@10.50 | 9.50@10.00    | 10.00@10.50 |
| Common (plain)                          |               |             |               |             |
| <b>Fresh Veal:</b>                      |               |             |               |             |
| <b>VEAL:</b>                            |               |             |               |             |
| Choice                                  | 14.50@15.50   | 15.00@16.00 | 16.00@17.00   | 15.00@16.00 |
| Good                                    | 13.00@14.50   | 14.00@15.00 | 14.00@16.00   | 14.00@15.00 |
| Medium                                  | 12.00@13.00   | 12.50@14.00 | 12.50@14.00   | 12.00@14.00 |
| Common (plain)                          | 10.50@12.00   | 11.00@12.50 | 11.50@12.50   | 11.00@12.00 |
| <b>Fresh Lamb and Mutton:</b>           |               |             |               |             |
| <b>SPRING LAMB:</b>                     |               |             |               |             |
| Choice                                  | 20.50@22.00   | 23.00@24.00 | 25.00@26.00   | 23.00@24.00 |
| Good                                    | 20.00@21.00   | 22.00@23.00 | 24.00@25.00   | 22.00@23.00 |
| Medium                                  | 18.00@20.00   | 20.50@22.00 | 21.00@24.00   | 20.00@22.00 |
| Common (plain)                          | 17.00@19.00   | 19.00@20.50 | 19.00@21.00   | 18.00@20.00 |
| <b>LAMB, 38 lbs. down:</b>              |               |             |               |             |
| Choice                                  | 20.50@21.00   | 21.00@22.00 | 23.00@23.50   | 21.00@22.00 |
| Good                                    | 20.00@20.50   | 20.50@21.00 | 22.00@23.00   | 20.50@21.00 |
| Medium                                  | 17.00@19.00   | 19.00@20.50 | 20.00@22.00   | 20.00@21.00 |
| Common (plain)                          | 15.00@17.00   | 17.00@19.00 | 17.00@19.00   |             |
| <b>LAMB, 39-45 lbs.:</b>                |               |             |               |             |
| Choice                                  | 20.00@20.50   | 20.50@21.50 | 22.50@23.00   | 20.00@21.00 |
| Good                                    | 19.00@20.00   | 20.00@20.50 | 21.50@22.50   | 19.50@20.00 |
| Medium                                  | 17.00@18.50   | 19.00@20.00 | 19.00@21.50   | 19.00@19.50 |
| Common (plain)                          |               |             |               |             |
| <b>LAMB, 46-55 lbs.:</b>                |               |             |               |             |
| Choice                                  | 19.00@20.00   | 20.00@21.00 | 22.00@22.50   | 19.00@19.50 |
| Good                                    | 18.00@19.00   | 19.00@20.00 | 21.00@21.50   | 18.00@19.00 |
| <b>MUTTON (ewe), 70 lbs. down:</b>      |               |             |               |             |
| Choice                                  | 9.00@10.00    | 10.00@11.00 | 9.00@11.00    | 9.00@10.00  |
| Good                                    | 8.00@9.00     | 9.00@10.00  | 7.00@9.00     | 8.00@9.00   |
| Medium                                  | 7.00@8.00     | 8.00@9.00   | 6.00@7.00     | 7.00@8.00   |
| Common (plain)                          |               |             |               |             |
| <b>Fresh Pork Cuts:</b>                 |               |             |               |             |
| <b>LOINS:</b>                           |               |             |               |             |
| 8-10 lbs. av.                           | 19.50@21.00   | 20.00@21.00 | 20.00@20.50   | 20.00@21.00 |
| 10-12 lbs. av.                          | 19.00@20.50   | 19.50@20.50 | 19.50@20.00   | 20.00@21.00 |
| 12-15 lbs. av.                          | 18.00@19.50   | 19.00@20.00 | 18.50@19.00   | 19.00@20.00 |
| 16-22 lbs. av.                          | 16.50@17.50   | 17.00@18.00 | 17.00@17.50   | 18.00@19.00 |
| <b>SHOULDERS, N. Y. style, skinned:</b> |               |             |               |             |
| 8-12 lbs. av.                           | 14.50@15.50   |             | 15.50@16.50   | 16.00@17.00 |
| <b>PICNICS:</b>                         |               |             |               |             |
| 6-8 lbs. av.                            |               | 15.50@16.00 |               |             |
| <b>BUTTS, Boston style:</b>             |               |             |               |             |
| 4-8 lbs. av.                            | 17.50@19.00   |             | 18.00@19.00   | 18.00@19.00 |
| <b>SPARE RIBS:</b>                      |               |             |               |             |
| Half sheets                             | 11.50@12.50   |             |               |             |
| <b>TRIMMINGS:</b>                       |               |             |               |             |
| Regular                                 | 9.50@10.00    |             |               |             |

(1) Includes helper 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

| Carcass Beef.            |                 | Cor. week.      |  |
|--------------------------|-----------------|-----------------|--|
| Week ended May 20, 1936. |                 | 1935.           |  |
| Prime native steers—     |                 |                 |  |
| 400-600                  | 15 @ 16         | 20 1/2 @ 21     |  |
| 600-800                  | 14 @ 15         | 20 1/2 @ 21     |  |
| 800-1000                 | 14 @ 16         | 20 1/2 @ 21 1/2 |  |
| Good native steers—      |                 |                 |  |
| 400-600                  | 13 @ 14         | 18 @ 19         |  |
| 600-800                  | 13 @ 13 1/2     | 18 @ 19         |  |
| 800-1000                 | 13 @ 14         | 19 @ 20         |  |
| Medium steers—           |                 |                 |  |
| 400-600                  | 12 @ 12 1/2     | 15 1/2 @ 16 1/2 |  |
| 600-800                  | 12 @ 12 1/2     | 17 @ 18         |  |
| 800-1000                 | 12 1/2 @ 12 3/4 | 18 @ 19         |  |
| Heifers, good, 400-600   | 12 @ 13         | 17 @ 18         |  |
| Cows, 400-600            | 9 1/2 @ 11 1/2  | 11 1/2 @ 14 1/2 |  |
| Hind quarters, choice    | 21              | 25              |  |
| Fore quarters, choice    | 10 1/2          | 17              |  |

### Beef Cuts.

|                             | unquoted | unquoted |
|-----------------------------|----------|----------|
| Steer loins, prime          | unquoted | unquoted |
| Steer loins, No. 1          | 23       | 23       |
| Steer loins, No. 2          | 23       | 23       |
| Steer short loins, prime    | unquoted | unquoted |
| Steer short loins, No. 1    | 28       | 28       |
| Steer short loins, No. 2    | 28       | 28       |
| Steer loin ends (hips)      | 19       | 19       |
| Steer loin ends, No. 2      | 18       | 18       |
| Cow loins                   | 21       | 21       |
| Cow short loins             | 21       | 21       |
| Cow loin ends (hips)        | 15       | 15       |
| Steer ribs, prime           | unquoted | unquoted |
| Steer ribs, No. 1           | 18       | 18       |
| Steer ribs, No. 2           | 14       | 14       |
| Cow ribs, No. 2             | 14       | 14       |
| Cow ribs, No. 3             | 12       | 12       |
| Steer rounds, prime         | unquoted | unquoted |
| Steer rounds, No. 1         | 14       | 14       |
| Steer rounds, No. 2         | 13 1/2   | 13 1/2   |
| Steer chuck, prime          | unquoted | unquoted |
| Steer chucks, No. 1         | 11       | 11       |
| Steer chucks, No. 2         | 10 1/2   | 10 1/2   |
| Cow rounds                  | 12 1/2   | 12 1/2   |
| Cow chucks                  | 10       | 10       |
| Steer plates                | 9        | 9        |
| Medium plates               | 9        | 9        |
| Briskets, No. 1             | 12       | 12       |
| Steer navel ends            | 13       | 13       |
| Cow navel ends              | 7 1/2    | 7 1/2    |
| Fore shanks                 | 8        | 8        |
| Hind shanks                 | 6        | 6        |
| Strip loins, No. 1, bails   | 45       | 45       |
| Strip loins, No. 2          | 35       | 35       |
| Steer butts, No. 1          | 22       | 22       |
| Steer butts, No. 2          | 20       | 20       |
| Beef tenderloins, No. 1     | 25       | 25       |
| Beef tenderloins, No. 2     | 20       | 20       |
| Rump butts                  | 13 1/2   | 13 1/2   |
| Flank steaks                | 18       | 18       |
| Shoulder clods              | 13 1/2   | 13 1/2   |
| Hanging tenderloins         | 12       | 12       |
| Insides, green, 6 @ 8 lbs.  | 14       | 14       |
| Outsides, green, 5 @ 6 lbs. | 14       | 14       |
| Knuckles, green, 5 @ 6 lbs. | 15 1/2   | 15 1/2   |

### Beef Products.

|                    |        |        |
|--------------------|--------|--------|
| Brains (per lb.)   | 5      | 5      |
| Hearts             | 9      | 9      |
| Tongues            | 18     | 18     |
| Sweetbreads        | 14 1/2 | 14 1/2 |
| Ox-tail, per lb.   | 6      | 6      |
| Fresh tripe, plain | 9      | 9      |
| Fresh tripe, H. C. | 11 1/2 | 11 1/2 |
| Livers             | 18     | 18     |
| Kidneys, per lb.   | 10     | 10     |

### Veal.

|                |    |    |
|----------------|----|----|
| Choice carcass | 15 | 15 |
| Good carcass   | 13 | 13 |
| Good saddles   | 17 | 17 |
| Good racks     | 13 | 13 |
| Medium racks   | 10 | 10 |

### Veal Products.

|              |       |       |
|--------------|-------|-------|
| Brains, each | 9 1/2 | 9 1/2 |
| Sweetbreads  | 25    | 25    |
| Calif livers | 35    | 35    |

### Lamb.

|                       |    |    |
|-----------------------|----|----|
| Choice lambs          | 22 | 22 |
| Medium lambs          | 20 | 20 |
| Choice saddles        | 24 | 24 |
| Medium saddles        | 22 | 22 |
| Choice fores          | 20 | 20 |
| Medium fores          | 18 | 18 |
| Lamb fries, per lb.   | 32 | 32 |
| Lamb tongues, per lb. | 15 | 15 |
| Lamb kidneys, per lb. | 20 | 20 |

### Mutton.

|                        |        |        |
|------------------------|--------|--------|
| Heavy sheep            | 8      | 8      |
| Light sheep            | 12     | 12     |
| Heavy saddles          | 10     | 10     |
| Light saddles          | 14     | 14     |
| Heavy fores            | 6      | 6      |
| Light fores            | 7      | 7      |
| Mutton legs            | 17     | 17     |
| Mutton loins           | 10     | 10     |
| Mutton stew            | 6 1/2  | 6 1/2  |
| Sheep tongues, per lb. | 12 1/2 | 12 1/2 |
| Sheep heads, each      | 10     | 10     |

## Fresh Pork. etc.

|                              |        |        |
|------------------------------|--------|--------|
| Pork loins, 8 @ 10 lbs. av.  | 21     | 21     |
| Picnics                      | 16     | 16     |
| Skinned shoulders            | 16     | 16     |
| Tenderloins                  | 28     | 28     |
| Spare ribs                   | 12     | 12     |
| Back fat                     | 11     | 11     |
| Boston butts                 | 19     | 19     |
| Boneless butts, cellar trim, |        |        |
| 2 @ 4                        | 24     | 24     |
| Hocks                        | 11     | 11     |
| Tails                        | 10     | 10     |
| Slip bones                   | 4      | 4      |
| Blade bones                  | 12 1/2 | 12 1/2 |
| Pigs' feet                   | 5      | 5      |
| Kidneys, per lb.             | 10     | 10     |
| Livers                       | 9      | 9      |
| Brains                       | 12     | 12     |
| Ears                         | 6 1/2  | 6 1/2  |
| Snouts                       | 8      | 8      |
| Heads                        | 9      | 9      |
| Chitterlings                 | 7      | 7      |

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

|                                      |        |        |
|--------------------------------------|--------|--------|
| Pork sausage, in 1-lb. cartons       | 24 1/2 | 24 1/2 |
| Country style sausage, fresh in bulk | 17 1/2 | 17 1/2 |
| Country style sausage, smoked        | 22 1/2 | 22 1/2 |
| Frankfurters, in sheep casings       | 23 1/2 | 23 1/2 |
| Frankfurters, in hog casings         | 21 1/2 | 21 1/2 |
| Bologna in beef middles, choice      | 18     | 18     |
| Bologna in beef rounds, choice       | 18 1/2 | 18 1/2 |
| Liver sausage in hog bungs           | 18 1/2 | 18 1/2 |
| Smoked liver sausage in hog bungs    | 19 1/2 | 19 1/2 |
| Head cheese                          | 17 1/2 | 17 1/2 |
| New England luncheon specialty       | 23 1/2 | 23 1/2 |
| Mixed luncheon specialty, choice     | 19 1/2 | 19 1/2 |
| Tongue sausage                       | 28     | 28     |
| Bologna sausage                      | 17     | 17     |
| Souse                                | 18     | 18     |
| Polish sausage                       | 23 1/2 | 23 1/2 |

## DRY SAUSAGE

|                                     |        |        |
|-------------------------------------|--------|--------|
| Cervelat, choice, in hog bungs      | 39     | 39     |
| Thuringer cervelat                  | 19     | 19     |
| Farmer                              | 20     | 20     |
| Holsteiner                          | 10     | 10     |
| B. C. salami, choice                | 35     | 35     |
| Milano salami, choice, in hog bungs | 41     | 41     |
| B. C. salami, new condition         | 21     | 21     |
| Frisses, choice, in hog middles     | 37     | 37     |
| Genoa style salami, choice          | 44     | 44     |
| Pepperoni                           | 22     | 22     |
| Mortadella, new condition           | 22     | 22     |
| Capicola                            | 50     | 50     |
| Italian style hams                  | 36     | 36     |
| Virginia hams                       | 40 1/2 | 40 1/2 |

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

|                                      |               |               |
|--------------------------------------|---------------|---------------|
| Regular pork trimmings               | 9 1/2 @ 9 1/2 | 9 1/2 @ 9 1/2 |
| Special lean pork trimmings          | 18            | 18            |
| Extra lean pork trimmings            | 18 1/2 @ 19   | 18 1/2 @ 19   |
| Pork cheek meat                      | 11 @ 11 1/2   | 11 @ 11 1/2   |
| Pork hearts                          | 7 @ 7         | 7 @ 7         |
| Pork livers                          | 8 1/2 @ 9     | 8 1/2 @ 9     |
| Native boneless bull meat (heavy)    | 12 1/2        | 12 1/2        |
| Shank meat                           | 11            | 11            |
| Boneless chucks                      | 11 1/2        | 11 1/2        |
| Beef trimmings                       | 10 1/2        | 10 1/2        |
| Beef cheeks (trimmed)                | 9 1/2         | 9 1/2         |
| Dressed canners, 350 lbs. and up     | 8 1/2         | 8 1/2         |
| Dressed cutter cows, 400 lbs. and up | 9 1/2         | 9 1/2         |
| Dr. bologna bulls, 600 lbs. and up   | 9 1/2         | 9 1/2         |
| Pork tongues, canner trim, S. P.     | 12 1/2        | 12 1/2        |

## SAUSAGE IN OIL

|  |        |  |
|--|--------|--|
| Bologna style sausage, in beef rounds—     |        |  |
| Small tins, 2 to crate                     | \$8.50 |  |
| Frankfurt style sausage, in sheep casings— |        |  |
| Small tins, 2 to crate                     | \$7.50 |  |
| Smoked link sausage, in hog casings—       |        |  |
| Small tins, 2 to crate                     | \$6.75 |  |

## BARRELED PORK AND BEEF

|                                   |       |       |
|-----------------------------------|-------|-------|
| Mess pork, regular                | 27.00 | 27.00 |
| Family back pork, 24 to 34 pieces | 28.00 | 28.00 |
| Family back pork, 35 to 45 pieces | 27.00 | 27.00 |
| Clear back pork, 40 to 50 pieces  | 24.00 | 24.00 |
| Clear plate pork, 25 to 35 pieces | 19.00 | 19.00 |
| Bean pork                         | 24.50 | 24.50 |
| Brisket pork                      | 29.00 | 29.00 |
| Plate beef                        | 19.50 | 19.50 |
| Extra plate beef, 200-lb. bbls.   | 20.00 | 20.00 |

## VINEGAR PICKLED PRODUCTS

|                                      |         |         |
|--------------------------------------|---------|---------|
| Pork feet, 200-lb. bbl.              | \$19.50 | \$19.50 |
| Lamb tongue, short cut, 200-lb. bbl. | 51.50   | 51.50   |
| Regular tripe, 200-lb. bbl.          | 19.00   | 19.00   |
| Honeycomb tripe, 200-lb. bbl.        | 22.00   | 22.00   |
| Pocket honeycomb tripe, 200-lb. bbl. | 25.00   | 25.00   |

## DRY SALT MEATS

|                             |        |        |
|-----------------------------|--------|--------|
| Clear bellies, 14 @ 16 lbs. | 13 1/2 | 13 1/2 |
| Clear bellies, 18 @ 20 lbs. | 12 1/2 | 12 1/2 |
| Rib bellies, 25 @ 30 lbs.   | 12 1/2 | 12 1/2 |
| Fat backs, 10 @ 12 lbs.     | 8      | 8      |
| Fat backs, 14 @ 16 lbs.     | 8 1/2  | 8 1/2  |
| Regular plates              | 9 1/2  | 9 1/2  |
| Jewell butts                | 9 1/2  | 9 1/2  |

## WHOLESALE SMOKED MEATS

|  |                 |                 |
|--|-----------------|-----------------|
| Fancy reg. hams, 14 @ 16 lbs., parchment paper | 23 1/4 @ 24 1/4 | 23 1/4 @ 24 1/4 |
| Fancy skd. hams, 14 @ 16 lbs., parchment paper | 24              | 24              |
| Standard reg. hams, 14 @ 16 lbs., plain        | 22 1/2 @ 23 1/2 | 22 1/2 @ 23 1/2 |
| Picnics, 4 @ 8 lbs., short shank, plain        | 18 1/2 @ 19 1/2 | 18 1/2 @ 19 1/2 |
| Picnics, 4 @ 8 lbs., long shank, plain         | 17 1/2 @ 18 1/2 | 17 1/2 @ 18 1/2 |
| Fancy bacon, 6 @ 8 lbs., parchment paper       | 28 1/2 @ 29 1/2 | 28 1/2 @ 29 1/2 |
| Standard bacon, 6 @ 8 lbs., plain              | 26              | 26              |
| No. 1 beef ham sets, smoked—                   |                 |                 |
| Insides, 8 @ 12 lbs.                           | 29              | 29              |
| Outsides, 5 @ 9 lbs.                           | 26 1/2 @ 27 1/2 | 26 1/2 @ 27 1/2 |
| Knuckles, 5 @ 9 lbs.                           | 27              | 27              |
| Cooked hams, choice, skin on, fattened         | 37              | 37              |
| Cooked hams, choice, skinless, fattened        | 37 1/2          | 37 1/2          |
| Cooked picnics, skin on, fattened              | 28              | 28              |
| Cooked picnics, skinless, fattened             | 29              | 29              |
| Cooked loin roll, smoked                       | 46 1/2          | 46 1/2          |

## LARD

|  |           |           |
|--|-----------|-----------|
| Prime steam, cash, Bd. Trade                   | \$10.30 @ | \$10.30 @ |
| Prime steam, loose, Bd. Trade                  | 9.65 @    | 9.65 @    |
| Refined lard, tierces, f.o.b. Chgo.            | 11 1/2 @  | 11 1/2 @  |
| Kettle rend., tierces, f.o.b. Chgo.            | 11 1/2 @  | 11 1/2 @  |
| Leaf, kettle rendered, tierces, f.o.b. Chicago | 11 1/2 @  | 11 1/2 @  |
| Neutral, in tierces, f.o.b. Chicago            | 11 1/2 @  | 11 1/2 @  |
| Compound, veg., tierces, c.a.f.                | 11 @      | 11 @      |

## OLEO OIL AND STEARINE

|                             |               |               |
|-----------------------------|---------------|---------------|
| Extra oleo oil              | 9 @ 9 1/2     | 9 @ 9 1/2     |
| Prime No. 2 oleo oil        | 8 1/2 @ 9     | 8 1/2 @ 9     |
| Prime oleo stearine, edible | 7 1/2 @ 7 1/2 | 7 1/2 @ 7 1/2 |

## TALLOW AND GREASES

|                                 |               |               |
|---------------------------------|---------------|---------------|
| Edible tallow                   | 5 1/2 @ 6     | 5 1/2 @ 6     |
| Prime packer's tallow           | 4 1/2 @ 4 1/2 | 4 1/2 @ 4 1/2 |
| No. 1 tallow, 10% f.f.a.        | 3 1/2 @ 3 1/2 | 3 1/2 @ 3 1/2 |
| Special tallow                  | 3 1/2 @ 3 1/2 | 3 1/2 @ 3 1/2 |
| Choice white grease             | 5 1/2 @ 5 1/2 | 5 1/2 @ 5 1/2 |
| A-White grease, maximum 4% acid | 4 1/2 @ 4 1/2 | 4 1/2 @ 4 1/2 |
| B-White grease, maximum 5% acid | 4 @ 4         | 4 @ 4         |
| Yellow grease, 10 @ 15%         | 3 1/2 @ 3 1/2 | 3 1/2 @ 3 1/2 |
| Brown grease, 40% f.f.a.        | 3 1/2 @ 3 1/2 | 3 1/2 @ 3 1/2 |

## ANIMAL OILS

|                       |          |          |
|-----------------------|----------|----------|
| Prime edible          | 13 1/2 @ | 13 1/2 @ |
| Prime inedible        | 12 @     | 12 @     |
| Headlight burning oil | 12 @     | 12 @     |
| Prime W. S.           | 11 1/2 @ | 11 1/2 @ |
| Extra W. S.           | 11 @     | 11 @     |
| Extra lard oil        | 10 1/2 @ | 10 1/2 @ |
| Extra No. 1           | 9 1/2 @  | 9 1/2 @  |
| No. 1 lard oil        | 8 1/2 @  | 8 1/2 @  |
| No. 2 lard oil        | 8 @      | 8 @      |
| Acidless tallow       | 9 @      | 9 @      |
| 20° neatfoot          | 16 1/2 @ | 16 1/2 @ |
| Pure neatfoot (drums) | 12 @     | 12 @     |
| Special neatfoot      | 11 @     | 11 @     |
| Extra neatfoot        | 9 1/2 @  | 9 1/2 @  |
| No. 1 neatfoot        | 9 @      | 9 @      |

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS

|   |               |               |
|---|---------------|---------------|
| Crude cottonseed oil, in tanks, f.o.b.    |               |               |
| Valley points, prompt                     | 7 1/2 @ 7 1/2 | 7 1/2 @ 7 1/2 |
| White deodorized, in bbls., f.o.b. Chgo.  | 10 @          | 10 @          |
| Yellow, deodorized                        | 10 @          | 10 @          |
| Soy stock, 50%, f.f.a., f.o.b. mills      | 1 1/2 @ 1 1/2 | 1 1/2 @ 1 1/2 |
| Soya bean oil, f.o.b. mills               | 5 1/2 @ 5 1/2 | 5 1/2 @ 5 1/2 |
| Corn oil, in tanks, f.o.b. mills          | 8 @           | 8 @           |
| Cocunut oil, seller's tanks, f.o.b. coast | 3 @           | 3 @           |
| Refined in bbls., f.o.b. Chicago          | 11 @          | 11 @          |

## OLEOMARGARINE

|  |          |          |
|--|----------|----------|
| White domestic vegetable margarine                             | 13 @     | 13 @     |
| White animal fat, margarine, in 1 lb. cartons, rolls or prints | 14 @     | 14 @     |
| Nut, 1-lb. cartons   | 11 @     | 11 @     |
| Puff paste   | 12 1/2 @ | 12 1/2 @ |

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CURING MATERIALS

|  | Cwt.     | Sacks. |
|--|----------|--------|
| Nitrate of soda (Chgo. w'hse. stock):                                  |          |        |
| 1 to 4 bbls. delivered in Chicago.....                                 | \$9.40   |        |
| 5 or more bbls. delivered in Chicago.....                              | 9.25     |        |
| Salt, 1 to 4 bbls. f.o.b. N. Y.:                                       |          |        |
| Dbl. refined granulated.....   | 6.25     | 6.15   |
| Small crystals.....  | 7.25     | 7.15   |
| Medium crystals.....   | 7.62     | 7.50   |
| Large crystals.....  | 8.00     | 7.75   |
| Dbl. refd. gran. nitrate of soda.....                                  | 3.62 1/2 | 3.25   |
| Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:     |          |        |
| Granulated.....  | \$ 9.98  |        |
| Medium, air dried.....   | 10.49    |        |
| Medium, kiln dried.....  | 10.98    |        |
| Rock.....  | 6.782    |        |
| Sugar—   |          |        |
| Raw, 96 basis, f.o.b. New Orleans.....                                 | @3.75    |        |
| Second sugar, 90 basis.....  | None.    |        |
| Standard gran., f.o.b. refiners (2%)..                                 | @5.00    |        |
| Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, less 2%.....      | @4.50    |        |
| Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%..... | @4.40    |        |

## SPICES

(Basis Chicago, original bbls., bags or bales.)

|                              | Whole.  | Ground. |
|------------------------------|---------|---------|
|                              | Per lb. | Per lb. |
| Allspice Prime.....          | 18      | 17 1/2  |
| Resifted.....                | 16 1/2  | 15      |
| Chili Pepper, Fancy.....     | 24      | 23      |
| Chili Powder, Fancy.....     | 22      | 21      |
| Cloves, Amboy.....           | 22      | 21      |
| Madagascar.....              | 16 1/2  | 15 1/2  |
| Zanzibar.....                | 16      | 15      |
| Ginger, Jamaica.....         | 17      | 16 1/2  |
| African.....                 | 15      | 14 1/2  |
| Mace, Fancy Banda.....       | 65      | 70      |
| East India.....              | 60      | 65      |
| E. I. & W. I. Blend.....     | 60      | 60      |
| Mustard Flour, Fancy.....    | 22 1/2  | 22      |
| No. 1.....                   | 15      | 15      |
| Nutmeg, Fancy Banda.....     | 24      | 24      |
| East India.....              | 20      | 20      |
| E. I. & W. I. Blend.....     | 18      | 18      |
| Paprika, Extra Fancy.....    | 23      | 23      |
| Fancy.....                   | 21 1/2  | 21 1/2  |
| Bangorian.....               | 26 1/2  | 26 1/2  |
| Peppas Sweet Red Pepper..... | 27 1/2  | 27 1/2  |
| Pimexco (220-lb. bbls.)..... | 21      | 21      |
| Pepper, Cayenne.....         | 16      | 16      |
| Red Pepper, No. 1.....       | 10      | 11      |
| Pepper, Black Aleppo.....    | 7       | 8 1/2   |
| Black Lampung.....           | 11      | 12      |
| Black Tellicherry.....       | 12      | 13 1/2  |
| White Java Muntok.....       | 12      | 13      |
| White Singapore.....         | 11 1/2  | 13      |
| White Packers.....           | 13      | 13      |

## SEEDS AND HERBS

|                                      | Ground | Sausage. |
|--------------------------------------|--------|----------|
|                                      | Whole. |          |
| Caraway Seed.....                    | 10 1/2 | 12 1/2   |
| Celery Seed, French.....             | 22     | 26       |
| Comino Seed.....                     | 13 1/2 | 16       |
| Coriander Morocco Bleached.....      | 7      | 8 1/2    |
| Coriander Morocco Natural No. 1..... | 8 1/2  | 10 1/2   |
| Mustard Seed, Cal. Yellow.....       | 7 1/2  | 9 1/2    |
| American.....                        | 23     | 27       |
| Marjoram, French.....                | 11     | 14       |
| Oregano.....                         | 11     | 14       |
| Sage, Dalmatian, Fancy.....          | 9      | 11       |
| Dalmatian No. 1, Fancy.....          | 8 1/2  | 10 1/2   |

## SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

|  |         |
|--|---------|
| Beef Casings:  |         |
| Domestic rounds, 180 pack.....                       | @18     |
| Domestic rounds, 140 pack.....                       | @26     |
| Export rounds, wide.....                             | @36     |
| Export rounds, medium.....                           | @23     |
| Export rounds, narrow.....                           | @30     |
| No. 1 weasands.....                                  | @04     |
| No. 2 weasands.....                                  | @01     |
| No. 1 bungs.....                                     | @10     |
| No. 2 bungs.....                                     | @06 1/2 |
| Middles, regular.....                                | @30     |
| Middles, select, wide, 2 @ 2 1/2 in.....             | @40     |
| Middles, select, extra wide, 2 1/2 in. and over..... | @65     |
| Dried bladders:                                      |         |
| 12-15 in. wide, flat.....                            | .70     |
| 10-12 in. wide, flat.....                            | .60     |
| 8-10 in. wide, flat.....                             | .45     |
| 6-8 in. wide, flat.....                              | .25     |
| Hog casings:   |         |
| Narrow, per 100 yds.....                             | 2.25    |
| Narrow, special, per 100 yds.....                    | 2.10    |
| Medium, regular.....                                 | 1.85    |
| Wide, per 100 yds.....                               | 1.40    |
| Extra wide, per 100 yds.....                         | 1.25    |
| Export bungs.....                                    | .26     |
| Large prime bungs.....                               | .19     |
| Medium prime bungs.....                              | .13     |
| Small prime bungs.....                               | 10 1/2  |
| Middles, per set.....                                | .18     |
| Stomachs.....  | .68     |

## COOPERAGE

|                                    |          |           |
|------------------------------------|----------|-----------|
| Ash pork barrels, black hoops..... | \$1.40   | @1.42 1/2 |
| Ash pork barrels, galv. hoops..... | 1.47 1/2 | @1.50     |
| Oak pork barrels, black hoops..... | 1.30     | @1.32 1/2 |
| Oak pork barrels, galv. hoops..... | 1.37 1/2 | @1.40     |
| White oak ham tierces.....         | 2.27 1/2 | @2.30     |
| Red oak lard tierces.....          | 2.02 1/2 | @2.05     |
| White oak lard tierces.....        | 2.12 1/2 | @2.15     |

# NEW YORK MARKET PRICES

## LIVE CATTLE

|                                  |             |
|----------------------------------|-------------|
| Steers, top choice.....          | \$ 8.75     |
| Cows, fat.....                   | 8.00 @ 8.35 |
| Cows, low cutter and cutter..... | 8.75 @ 5.00 |
| Bulls, sausage.....              | 5.25 @ 5.50 |

## LIVE CALVES

|                                |               |
|--------------------------------|---------------|
| Vealers, top.....              | \$ 11.00      |
| Vealers, good.....             | 10.00 @ 10.50 |
| Vealers, plain and medium..... | 8.00 @ 9.50   |

## LIVE LAMBS

|                            |          |
|----------------------------|----------|
| Lambs, best spring.....    | \$ 13.00 |
| Lambs, throwouts.....      | @ 9.50   |
| Lambs, old crop, good..... | @ 10.85  |

## LIVE HOGS

|                |         |
|----------------|---------|
| Hogs, top..... | \$ 9.80 |
|----------------|---------|

## DRESSED BEEF

### City Dressed.

|                             |                 |
|-----------------------------|-----------------|
| Choice, native, heavy.....  | 15.00 @ 16.00   |
| Choice, native, light.....  | 15.00 @ 16.00   |
| Native, common to fair..... | 13 1/2 @ 14 1/2 |

### Western Dressed Beef.

|   |                |
|---|----------------|
| Native steers, 600 @ 800 lbs.....           | 14 @ 15 1/2    |
| Native choice yearlings, 440 @ 600 lbs..... | 14 @ 15 1/2    |
| Good to choice heifers.....                 | 12 @ 13        |
| Good to choice cows.....                    | 11 @ 12        |
| Common to fair cows.....                    | 9 1/2 @ 10 1/2 |
| French bologna bulls.....                   | 11 @ 12        |

## BEEF CUTS

|                                 | Western.    | City.       |
|---------------------------------|-------------|-------------|
| No. 1 ribs.....                 | 20 @ 22     | 20 @ 23     |
| No. 2 ribs.....                 | 17 @ 19     | 18 @ 19     |
| No. 3 ribs.....                 | 15 @ 18     | 16 @ 17     |
| No. 1 loins.....                | 28 @ 30     | 25 @ 30     |
| No. 2 loins.....                | 24 @ 27     | 22 @ 24     |
| No. 3 loins.....                | 20 @ 23     | 20 @ 21     |
| No. 1 hinds and ribs.....       | 17 @ 18     | 17 @ 22     |
| No. 2 hinds and ribs.....       | 15 @ 16 1/2 | 16 @ 17     |
| No. 1 rounds.....               | 14 @ 16     | 14 @ 14     |
| No. 2 rounds.....               | 13 @ 13     | 13 @ 13     |
| No. 3 rounds.....               | 12 @ 12     | 12 @ 12     |
| No. 1 chucks.....               | 11 @ 12     | 11 @ 12     |
| No. 2 chucks.....               | 10 @ 11     | 10 @ 11     |
| No. 3 chucks.....               | 9 @ 10      | 10 @ 11     |
| Bolognas.....                   | 11 1/2 @ 12 | 11 1/2 @ 12 |
| Rolls, reg. 6 @ 8 lbs. av.....  | 23 @ 25     | 23 @ 25     |
| Rolls, reg. 4 @ 6 lbs. av.....  | 18 @ 20     | 18 @ 20     |
| Tenderloins, 4 @ 6 lbs. av..... | 50 @ 60     | 50 @ 60     |
| Tenderloins, 5 @ 6 lbs. av..... | 50 @ 60     | 50 @ 60     |
| Shoulder clods.....             | 12 @ 14     | 12 @ 14     |

## DRESSED VEAL

|             |         |
|-------------|---------|
| Good.....   | 15 @ 16 |
| Medium..... | 14 @ 15 |
| Common..... | 12 @ 14 |

## DRESSED SHEEP AND LAMBS

|                             |         |
|-----------------------------|---------|
| Lambs, prime to choice..... | 22 @ 24 |
| Lambs, good.....            | 22 @ 24 |
| Lambs, medium.....          | 19 @ 22 |
| Spring lambs, light.....    | 25 @ 26 |
| Sheep, good.....            | 11 @ 13 |
| Sheep, medium.....          | 9 @ 11  |

## DRESSED HOGS

|  |                 |
|--|-----------------|
| Hogs, good and choice (90-140 lbs.)..... | \$15.00 @ 16.00 |
|--|-----------------|

## FRESH PORK CUTS

|  |             |
|--|-------------|
| Pork loins, fresh, Western, 10 @ 12 lbs..... | 18 1/2 @ 19 |
| Pork tenderloins, fresh.....                 | 35 @ 38     |
| Pork tenderloins, frozen.....                | 30 @ 32     |
| Shoulders, Western, 10 @ 12 lbs. av.....     | 16 @ 17     |
| Butts, boneless, Western.....                | 20 @ 21     |
| Butts, regular, Western.....                 | 18 @ 19     |
| Hams, Western, fresh, 10 @ 12 lbs. av.....   | 21 @ 22     |
| Picnic hams, West. fresh, 9 @ 8 lbs. av..... | 17 @ 17     |
| Pork trimmings, extra lean.....              | 21 @ 22     |
| Pork trimmings, regular 50% lean.....        | 10 @ 11     |
| Spareribs.....                               | 12 @ 13     |

## SMOKED MEATS

|   |                 |
|---|-----------------|
| Regular hams, 8 @ 10 lbs. av.....         | 25 @ 26         |
| Regular hams, 10 @ 12 lbs. av.....        | 25 @ 26         |
| Regular hams, 12 @ 14 lbs. av.....        | 24 @ 25         |
| Skinned hams, 10 @ 12 lbs. av.....        | 25 1/2 @ 26 1/2 |
| Skinned hams, 12 @ 14 lbs. av.....        | 24 1/2 @ 25 1/2 |
| Skinned hams, 16 @ 18 lbs. av.....        | 24 @ 25         |
| Skinned hams, 18 @ 20 lbs. av.....        | 24 @ 25         |
| Picnics, 4 @ 6 lbs. av.....               | 20 @ 21         |
| Picnics, 6 @ 8 lbs. av.....               | 19 @ 20         |
| City pickled bellies, 8 @ 12 lbs. av..... | 21 @ 23         |
| Bacon, boneless, Western.....             | 28 @ 29         |
| Bacon, boneless, city.....                | 27 @ 28         |
| Rollettes, 8 @ 10 lbs. av.....            | 21 1/2 @ 22 1/2 |
| Beef tongue, light.....                   | 21 @ 22         |
| Beef tongue, heavy.....                   | 24 @ 25         |

## FANCY MEATS

|   |             |
|---|-------------|
| Fresh steer tongues, untrimmed.....     | 14c a pound |
| Fresh steer tongues, l. c. trimmed..... | 28c a pound |
| Sweetbreads, beef.....                  | 35c a pound |
| Sweetbreads, veal.....                  | 70c a pair  |
| Beef kidneys.....                       | 12c a pound |
| Mutton kidneys.....                     | 4c each     |
| Livers, beef.....                       | 28c a pound |
| Oxtails.....                            | 14c a pound |
| Beef hanging tenders.....               | 23c a pound |
| Lamb fries.....                         | 12c a pair  |

## BUTCHERS' FAT

|                    |                |
|--------------------|----------------|
| Shop fat.....      | @1.50 per cwt. |
| Breast fat.....    | @2.00 per cwt. |
| Edible suet.....   | @3.50 per cwt. |
| Inedible suet..... | @5.50 per cwt. |

## GREEN CALFSKINS

|                        | 5-9 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up |
|------------------------|------------------|-----------|-------|-------|
| Prime No. 1 veals..... | 18               | 1.95      | 2.00  | 2.05  |
| Prime No. 2 veals..... | 17               | 1.75      | 1.80  | 1.85  |
| Buttermilk No. 1.....  | 15               | 1.05      | 1.70  | 1.75  |
| Buttermilk No. 2.....  | 14               | 1.50      | 1.55  | 1.60  |
| Branded grubby.....    | 8                | .80       | .85   | .90   |
| Number 3.....          | 8                | .80       | .85   | .90   |

## BONES AND HOOFES

|                              | Per ton. |
|------------------------------|----------|
| Round shins, heavy.....      | \$75.00  |
| Flat shins, heavy.....       | 60.00    |
| White hoofs.....             | 75.00    |
| Black and striped hoofs..... | 40.00    |

## PRODUCE MARKETS

### BUTTER.

|                                    | Chicago.        | New York. |
|------------------------------------|-----------------|-----------|
| Creamery (92 score).....           | @26             | @27       |
| Creamery (91 score).....           | 25 1/2 @ 25 1/2 |           |
| Creamery firsts (88-89 score)..... | 24 1/2 @ 25     |           |

### EGGS.

|                    |                 |
|--------------------|-----------------|
| Extra firsts.....  | 20 1/2 @ 20 1/2 |
| Firsts, fresh..... | 19 1/2 @ 20 1/2 |
| Standards.....     | 22 1/2 @ 22 1/2 |

### LIVE POULTRY.

|                       |             |
|-----------------------|-------------|
| Fowls.....            | 14 @ 19 1/2 |
| Broilers.....         | 22 @ 25     |
| Fryers.....           | 25 @ 27     |
| Chickens, spring..... | 26 1/2 @ 28 |
| Turkeys.....          | 16 @ 20     |
| Ducks.....            | 9 @ 16      |
| Geese.....            | 7 @ 9       |

### DRESSED POULTRY.

|                                |                 |
|--------------------------------|-----------------|
| Fryers, 31-42, frozen.....     | 25 @ 25 1/2     |
| Roasters, 43-54, frozen.....   | 27 @ 28         |
| Roasters, 55 & up, frozen..... | 29 @ 30 1/2     |
| Fowls, 31-47, fresh.....       | 20 1/2 @ 23     |
| 48-50, fresh.....              | 22 1/2 @ 23 1/2 |
| 60 and up, fresh.....          | 22 1/2 @ 23 1/2 |

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended May 14, 1936:

|               | May 8  | 9      | 11     | 12     | 13     | 14     |
|---------------|--------|--------|--------|--------|--------|--------|
| Chicago.....  | 26 1/2 | 26 1/2 | 26     | 26     | 26     | 26     |
| New York..... | 28 1/2 | 28     | 27 1/2 | 27 1/2 | 27 1/2 | 27 1/2 |
| Boston.....   | 29     | 28 1/2 | 28     | 28     | 27 1/2 | 27 1/2 |
| Phila.....    | 29 1/2 | 28 1/2 | 28 1/2 | 28 1/2 | 28     | 28     |
| San Fran..... | 29     | 29     | 28 1/2 | 28     | 28     | 28     |

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

|        |        |        |        |        |        |
|--------|--------|--------|--------|--------|--------|
| 26 1/2 | 26 1/2 | 25 1/2 | 25 1/2 | 25 1/2 | 25 1/2 |
|--------|--------|--------|--------|--------|--------|

Receipts of butter by cities (tubs):

|              | This week. | Last week. | year.  | —Since Jan. 1— |
|--------------|------------|------------|--------|----------------|
|              |            |            |        | 1936.          |
| Chicago..... | 47,283     | 45,517     | 57,574 | 1,067,194      |
| N. Y.....    | 46,486     | 48,263     | 47,283 | 1,184,571      |
| Boston.....  | 21,329     | 19,304     | 18,405 | 415,103        |
| Phila.....   | 18,890     | 18,742     | 24,771 | 401,929        |

Total 133,979 131,826 148,035 3,068,797 2,895,846

Cold storage movement (lbs.):

|               | In      | Out     | On hand   | Same       |
|---------------|---------|---------|-----------|------------|
|               | May 14. | May 14. | May 15.   | last year. |
| Chicago.....  | 126,210 | 27,255  | 801,370   | 2,791,512  |
| New York..... | 52,869  | 37,475  | 1,795,790 | 2,910,008  |
| Boston.....   | 86,789  | 11,559  | 332,391   | 336,888    |
| Phila.....    | 34,080  | 1,741   | 836,797   | 1,200,318  |
| Total.....    | 299,954 | 98,080  | 3,766,357 | 7,238,726  |

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### General Superintendent

General superintendent wanted for small packinghouse in Illinois. Must be practical man capable of supervising all operations from killing floor to curing cellar. Reply giving full particulars as to age, experience, salary, etc. Position permanent to man who can show results. W-361, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Salesmen

Beef and pork packer wants salesmen to cover Illinois territories. State experience and give references. W-365, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse Superintendent

Wanted, packinghouse superintendent with experience in both large and small plants. Must be thoroughly experienced in sausage room, curing room and killing floor; and must have knowledge of compound shortening department which we expect to open about July 1. Splendid opportunity for right man. Write

BEN ROSENTHAL  
P. O. Box 5252  
Dallas, Texas

## Position Wanted

### Packinghouse Man

Connection wanted by young man with family living in Chicago. Age 30, 9 years' packinghouse experience on payroll, personnel, operations and provision marketing. Employed now. Energetic and thorough worker. Good correspondent. Leave city. W-360, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Age 38, with wide general practical experience. Produces full line of fresh and summer sausage, loaves and specialties, making better sausage from any material at lower cost. Guarantee no troubles and my product will not turn green. Various ways in curing. Figure costs. Prefer West Coast. W-362, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Curing Foreman or Supt.

Position wanted by man experienced in all types of curing, general curing and freezing; 18 years' experience in both large and small plants. Will go anywhere. Best references. W-363, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausagemaker

Thoroughly experienced on all items; 14 years as foreman. Can hold costs and overhead at minimum and handle labor efficiently. Can build volume with proper material, equipment and sales opportunities. Steady habits. W-364, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Manager or Superintendent

Wanted, position as manager or superintendent of small or medium sized plant. Can furnish best of references as to ability and qualifications. W-349, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Foreman

Young married man with sixteen years' practical experience manufacturing high and standard grades of sausages, loaves, specialties, boiled and baked hams. Can figure costs. Reliable references. Will go anywhere. W-358, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Miscellaneous For Sale

### Small Packing Plant

For sale small packing plant in good, thriving Southeastern Michigan city of 20,000. Now operating. Plenty of land for expansion. FS-359, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Plant for Sale

Will sacrifice small packing plant ready to operate, including one 1/2-ton panel delivery, 1 Dodge 1 1/2-ton refrigerator trucks. Plant equipped to handle cattle, hogs, sausage, lard, etc. Good storage coolers, 2 refrigerating machines. Unusual opportunity for one who knows meat business. Will consider \$1,500 cash, balance to suit buyer. Write for further details or come to see plant. H. M. CRANE, 1700 W. Franklin St., Evansville, Ind.

### Packinghouse for Sale

Completely equipped to slaughter, can, and tank offal of three hundred head of beef daily. Eligible BAI inspection. Approximately two and one-half acres of land with adequate pens and siding. Located main line S.A.L. adjacent stock yards. Address: VIRGINIA RURAL REHABILITATION CORPORATION, 11 S. 12th St., Richmond, Virginia.

### Flat Wiener Patents

Increased business today comes only with giving the consumers something better, something different, something they prefer. Holding this increased business becomes a question of maintaining identity, giving the product a trade-mark quality. Because the same principles apply, the flat wiener is destined to lead. The flat wiener is FLAT, it's decidedly more convenient for sandwiches, and far better looking and truly distinctive for any purpose. And no wonder, they're tastier and handier, easier to cook and easier to eat. Roasted, boiled, steamed or fried, the flat wiener has a consumer appeal that cannot be over-emphasized. There is but one flat wiener patent. Can you afford to let the opportunity of owning this patent go by? Telephone, write or wire for samples and particulars today. NOW, for tomorrow may be too late! Address

J. M. BOYD,  
2259 W. 95th St., Cleveland, Ohio  
Woodbine 1980

## Equipment For Sale

### Stedman Grinder

For sale, Stedman Type A 2-stage swing hammer cracklings grinder. Size 12 in. by 9 in. complete with tex-rope drive and 10-horsepower motor and starter. Capacity 1,000 lbs. per hour. Outfit in excellent order. Replacing with larger Stedman grinder. Port City Packing Company, Houston, Texas.

### Rendering Equipment

For sale, 1 open steam-jacketed iron kettle about 250-gal. capacity, 1 open steam-jacketed iron kettle about 110-gal. capacity, at \$60 and \$80; 150 feet of iron tracking, 15 cents per foot; 1 hot water heater, iron, with coils inside holding about 65 gallons; price, \$40; 1 wooden scalding vat, 10x6x4, \$35; 50 "Boss" hog rollers, 20c each. Prices f.o.b. Tennessee. FS-367, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Nell and Mechanical Mfg. Co.; 2 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 1 Mechanical Mfg. Co. double-arm Mixers. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

CONSOLIDATED PRODUCTS CO., INC.  
14-19 Park Row, New York, N. Y.  
Telephone: Barclay 7-0600.  
Shops and Warehouse: 331 Doremus Ave. Newark, N. J.

### Packinghouse Equipment

For sale, sausage machinery, with or without D.C. 110-volt motors.

Hog killing and cutting equipment; moving viscera tables; hog conveyors, trolleys, etc.  
Curing vats.  
Rotary smoke houses.  
Lard roll, fertilizer dryer, press, stick evaporator.  
Ice machines, 75-100 and 150 tons, electric and steam.  
Tubular boilers, Jones underfeed stokers.

Write for detailed description to FS-323, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse Equip. For Sale

Included in equipment purchased from Lancaster Packing Company. All in good condition.

1-No. 166 "Boss" Enterprise Meat Chopper complete with motor—\$350.00.

1-Hand Power Hydraulic Lard Press, 15 in. dia. x30 in. long steel container, 5 in. dia. ram with 14 plates—\$150.00.

1-No. 7E Cleveland Kleen-Kut Lard Chopper complete with motor and starting switch.

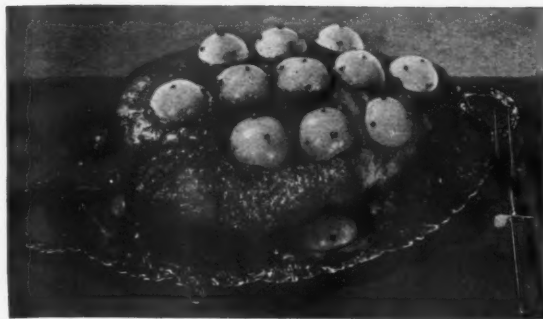
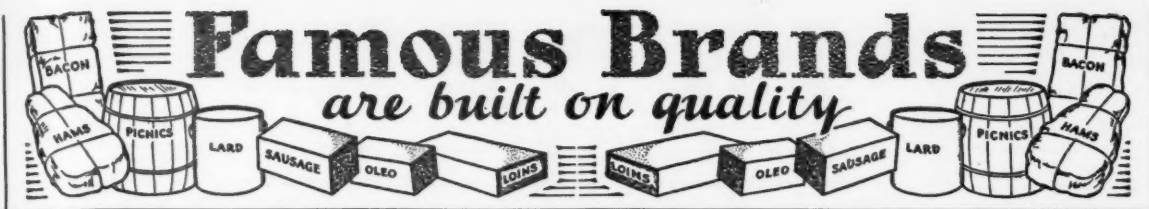
1-24 ton capacity Frick Ice Machine.

Complete with vertical center crank steam engine, ammonia receiver, double pipe condenser, complete freezing unit, 72-200-lb. freezing cans, overhead traveling crane, and American Marsh Brine Pump.

For further details and for complete revised list of other packinghouse equipment for sale, write

GEO. H. ALTEN  
P. O. Box 426 Lancaster, Ohio.

For Other Classified Ads  
See Bottom of Page 49



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Cooked...Smoked...Ready-to-Serve.  
It adds prestige to your business!

**HYGRADE FOOD PRODUCTS**  
Corporation  
30 Church Street New York City



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New York Branch: 407-409 West 13th Street

Hams  
Bacon  
Lard  
Delicatessen

## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS  
WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES  
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

## Wilmington Provision Company

### TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION  
WILMINGTON DELAWARE

## C. A. Durr Packing Co., Inc.

Utica, N. Y.  
Manufacturers of



HAMS  
BACON  
FRANKFURTS  
LARD  
DAISIES  
SAUSAGES  
QUALITY Pork Products That SATISFY



PORK PRODUCTS—SINCE 1876  
The H. H. MEYER PACKING CO.  
Cincinnati, Ohio



## Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

## Equipment For Sale

### Air Stuffer and Cutter

For sale, 1 Randall 200-lb. air stuffer  
in A-1 condition, \$175, and 32-in. belt-  
driven "Boss" silent cutter, \$200.  
FS-368, THE NATIONAL PROVISIONER,  
407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Packers' Agents Seek Accounts

Do you desire representation in Pitts-  
burg and the Tri-State area? We contact  
packers, jobbers, wholesale grocers, bak-  
ers, chain stores and other large out-  
lets. Address Manufacturers and Packers  
Agents, W-366, THE NATIONAL PRO-  
VISIONER, 407 S. Dearborn St., Chicago,  
Ill.

Have you ordered the new

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THE NATIONAL PROVISIONER?

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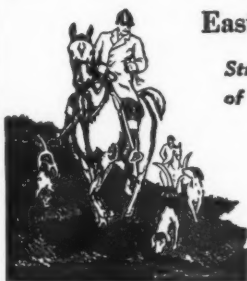
## Hunter Packing Company

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*Straight and Mixed Cars  
of Beef and Provisions*

NEW YORK OFFICE  
410 W. 14th Street

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PORK, BEEF AND  
PROVISIONS

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*from the Land O'Corn*

**BLACK HAWK HAMS AND BACON**

PORK - BEEF - VEAL - LAMB

*Straight and Mixed Cars of Packing House Products*

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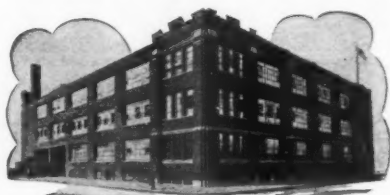
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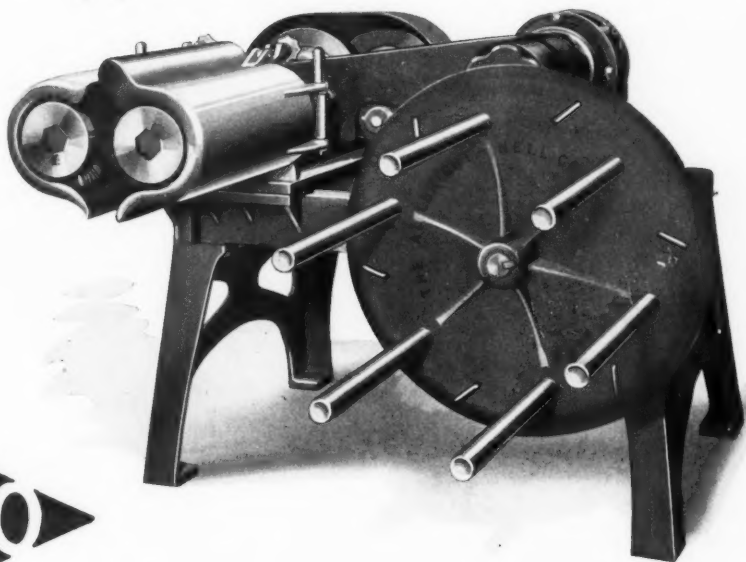
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Instead of three bearings on each brush shaft, as in old style cleaners, this new ANCO Machine is designed with two heavy ball bearings on each shaft. This elimination of outboard bearings greatly facilitates the feeding of the casings between the brushes, and makes it very easy to align the shafts.

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Doing away with the old style cumbersome collapsible reel simplifies the operation of removing the wound casings.

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The shields for the brushes are made of polished cast aluminum, specially shaped to aid the handling of casings without damage. They are ingeniously hinged to swing wide open so that the brushes can be easily cleaned or removed when necessary.

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Ball bearing mounted brush shafts, and carefully designed drive enable us to offer the most silent and efficient Beef Casing Cleaner on the market today.

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The less evident the gelatin, the better the jellied meats.

That's the idea behind Atlas Gelatin.

For Atlas is a *specialized* gelatin, intended for one purpose only . . .  
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